TRADE AND INDUSTRY

14 September 1972 Volume 8 No 11 10p

Boeing's diversification programme offers chances for British know-how

British industrial exhibition for Bilbao planned for next year

Ministerial statements on oil pollution of the sea and anti-hi-jacking measures

Activity in the chemicals industry

Unit value and volume index numbers for July

All firms regardless of size can apply

Units with less than 200 employees received over 25% of the Awards granted this year.

The 1973 Awards will be made to those U.K. based firms or organisations producing goods or providing a service which can show, for their size, the most outstanding achievement in increasing exports or in technological innovation.

The eighth annual list of Award winners will be announced on The Queen's personal birthday, 21st April, 1973.

For full information about eligibility, application forms and guidance notes, get in touch with The Secretary, The Office of The Queen's Award to Industry, 1 Victoria Street, London, SW1H 0ET. Telephone 01-222 2277. Telex 27366.

The closing date for applications is 31st October, 1972.

Trade and Industry

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BRITISH OVERSEAS TRADE BOARD

450 **Aspects of US markets—2. Boeing's diversification offers chances for British know-how**

EXHIBITIONS AND FAIRS

452 **Mr. Noble launches British industrial exhibition for Bilbao in 1973**

452 Change in date for CARPEX 73

453 British technological exhibition for Peking next spring

453 Soviet exhibitions continue to benefit British scientific instrument makers

453 British exhibitors at the Pacific Jewelery Show

454 Brazilian agricultural show promises good long-term results

454 MISSIONS AND TOURS

455 EXPORT ORDERS

TRADE INFORMATION

457 **Minister for Trade welcomes OECD report on trade**

457 Secretary of State visits Algeria

457 South Korean line of credit extended

457 CBI seeks views on Anglo/French trade co-operation

458 Investment in Malaysia

458 International monetary co-operation

458 New telex number for British Government Office in Halifax

458 Anti-dumping—provisional charge on pig iron from East Germany

459 Applications for temporary exemption from import duty

TARIFF AND TRADE NOTICES

466 **Australia:** Tariff changes. Result of dumping—Tariff Board inquiry on phthalic anhydride

468 **Bolivia:** Special concessions for armaments and materials of war, and for Bolivian cigarette manufacturers

467 **Chile:** Legislation of shipping documents

460 **France:** Import regulations for meat

460 **Germany, Federal Republic of:** Textile Marking Law

468 **Jamaica:** Import licensing. Industrial Incentives Law, 1956. Export Industry Encouragement Law, 1956

461 **Kuwait, Bahrain, Qatar and United Arab Emirates:** Agency arrangements

462 **Mauritius:** Tariff quota for prepared or preserved fish

467 **Mexico:** Import duty and licensing concessions

463 **New Zealand:** Customs tariff inquiries—import licensing—plastic profile shapes, etc., malt, paper and paperboard. Tariff and Development Board report. Emergency Protection Authority report. Cancellation of Tariff and Development Board inquiry—extracts of hops and hop oil. Customs tariff changes. Proposed exemption from import licensing

466 **Panama:** Import restrictions on shoes

462 **Senegal:** Cholera regulations

463 **Singapore:** Customs duties

462 **South Africa, Republic of:** Customs tariff application

463 **South Vietnam:** Supplementary perequation tax on imported products

460 **Spain;** Duty-free import quotas. Import quotas. Reduced import duty on disinfectants, insecticides, etc.

463 **Thailand:** Exhibiting the volume of commodity packages

461 **United Arab Emirates (Dubai):** British commercial representative

467 **Uruguay:** Prior deposits—exemptions. Tariff amendments

461 **Zaire:** Exchange control

EUROPEAN COMMUNITIES

469 **New EC legislation:** Common agricultural policy. Common commercial policy. Temporary suspension of import duties—correction

HOME FEATURES AND NEWS

470 Official appointments

470 Northern Industrial Development Board appointed

470 Trade Descriptions Act, 1972

470 Clearance of merger proposals by DTI

471 **Minister's statement on progress against pollution of the sea**

472 **Mr. Heseltine repudiates criticism of British policy on anti-hi-jacking measures**

472 Lord Limerick hosts UN Timber Committee Course reception

473 References to Monopolies Commission

474 Mr. Chataway announces further aid for Cammell Laird

474 Engineering company occupy Teesside terrace unit

474 Engineers to occupy Camborne factory

474 VAT—notices on imports, exports and retail export schemes

474 Prevention of Fraud (Investments) Act 1958

475 Patents endorsed 'Licences of Right'

STATISTICS

477 **The economy: selected indicators**

478 **Foreign trade of the UK—Unit value and volume index numbers for July**

480 United Kingdom official reserves in August

480 Business Monitor

480 Vehicle production in August 1972—estimated figures

480 Sales and orders in the engineering industries—amendment

481 **Activity in the chemicals industry**

484 Retail trade in July

485 Hire-purchase and other instalment credit business in July

485 Retailers' stocks in July

486 Turnover of the catering trades in July

486 Registrations of British and foreign films

487 **Index to statistics**

488 GOVERNMENT SALES

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ASPECTS OF US MARKETS—2

Boeing's diversification offers chances for British know-how

By Tom Alexander, British Consulate-General, Seattle

The mention of the name Boeing will evoke in even the most reluctant traveller an immediate recognition of the world's leading commercial airframe manufacturer. This is natural, for some 55 per cent of the free world's commercial aircraft bear the company's nameplate. But aircraft are only one facet of the Seattle-based company which in the past 18 months has attracted publicity because of its retrenchment programme. The aircraft that have done so much to make the Boeing name famous are the products of the Commercial Airplane Group (CAG). Its sister organization within the company, The Aerospace Group (ASG), a mighty relation in its own right, has attracted much less attention.

Diversification

This Group has been charged with moving the company out of its aerospace past. It is responsible for the Boeing Diversification Programme, designed to increase the company's cash flow position in the face of rapidly declining commercial aircraft sales. The aim is to increase overall turnover by about $1000 million over the next 10 years. The group is constantly evaluating new techniques and new products which might be of use in the Diversification Programme. The Group is willing to hear from British companies who feel that they have products or technology compatible with the present programme, or who would be interested in bringing Boeing know-how to Europe.

The internationalisation of the Commercial Airplane Group, with its manufacturing arrangements in Canada and Australia and co-operative agreements with the Italians and the Japanese, has carried over its influence into the Aerospace Group. Officials at Boeing confirm that foreign business (70 per cent of commercial airplane deliveries in 1971 were to foreign airlines), is increasing very rapidly and that the awareness of foreign technology moves with it. The diversification programme in particular has led the company to examine more closely technology and products, particularly in Europe, that would fit into

Artist's concept of jetfoil, Boeing's high-speed, passenger-carrying hydrofoil, shows the boat skimming through rough seas. The painting is intended to indicate the hydrofoil's ability to 'fly' smoothly through the water, even in rough waves, and to show the lack of wake, an important factor in congested areas.

its own programmes. There are now permanent representatives in both London and Munich whose sole function is to seek out potential licensors or manufacturers for the programme. This is a two-way street, and Boeing are also in the market with their own technology. Discussions are already in hand with one British company on a new Boeing development product. In forming the Diversification Programme, Ollie Boileau, its dynamic young general manager, has drawn heavily on his Group's managements skills which have been well-proven in the space and military activities (eg Saturn and Minuteman Programmes). With few exceptions aerospace management techniques have been applied to traditional areas with very impressive results.

Housing

Community Development in its widest sense is receiving perhaps the greatest emphasis in the diversification studies. The U.S. Government's heavy expenditure on social programmes has attracted Boeing expertise to this sector. They are heavily involved in 'Operation Breakthrough', a programme to establish modular and low cost housing. Boeing have also secured two contracts from the Federal Department of Housing and Urban Development for neighbourhood redevelopment and are one of eight companies working on this programme throughout the U.S.

Desalination

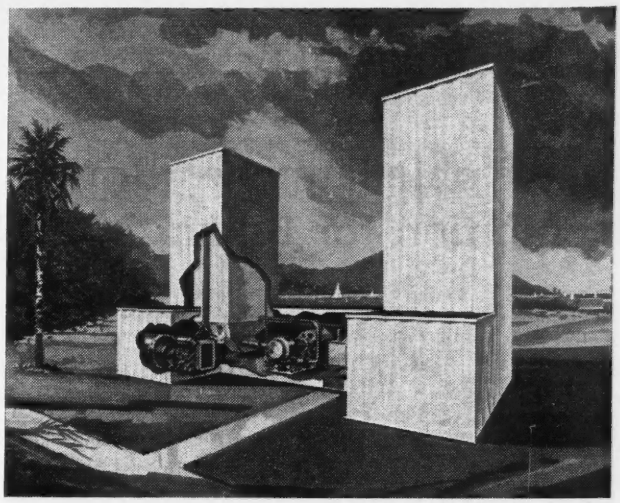
Part of the community programme has been the development of a desalination process by The Resources Conservation Company. A prototype plant already exists and a commercial plant is under contract. The thermodynamic process is claimed to be 30 per cent more efficient than any other existing system.

New towns

The Boardman development is another aspect of the programme which is well under way. The company have a long lease on 100,000 acres of land some 170 miles east of Portland, Oregon, which is now being used for experimental purposes. In co-operation with Oregon State University, Boeing is experimenting with the disposal of sewage sludge and solid wastes on Boardman land, coupled with extensive irrigation which is aimed at providing stable agricultural land. A site has also been earmarked for the construction of a nuclear power station within the Boardman areas by one of the Portland based utilities. The tiny town of Boardman (population 233) is expected to blossom into a city of 15,000—30,000 by the end of the century, if the master development plan is carried out.

Surface transportation

The ASG has applied aerospace management and technology to surface transportation and the company is now the prime contractor for the Morgantown project—a personal rapid transit system for the town of Morgantown in West Virginia. Boeing



Artist's concept of 600,000 gallons-per-day desalination plant using Resources Conservation Co. evaporative technology. The plant would be assembled from two 300,000-gallons-per-day prefabricated modules. Using new evaporative technology, Resources Conservation Co. is developing equipment for desalination, industrial waste water treatment, and industrial by-product recovery. Resources Conservation Co. is a joint venture of affiliates of Reading & Bates Offshore Drilling Company, El Paso Natural Gas Company and The Boeing Company.

are overall managers of the project and will provide transit cars. These cars, which are being assembled in the group's Aerospace Headquarters, do not utilise any new principles and are made mainly from items immediately available off the shelf. Boeing completes the assembly, wiring and component installation. Considerable attention is also being placed on the demand for high speed transit and the company are investigating a number of systems. In addition to this they also have a unit working on the production of national standards for transportation. They hope their standards will be acceptable to municipal and state organizations across the country. The specifications derive much of their ancestry from aerospace technology and are aimed at high passenger comfort and safety.

Boeing Company Services

This 18-month old offshoot has already registered incredible success in domestic sales of computer soft-ware and has established its headquarters in New Jersey. Forward estimates show sales in the $10-15 million bracket in 1972 with a projection of up to $100 million in 5 years. Development is in hand on improving the security and efficiency of credit card systems, including the use of magnetic cards and computer control.

Boeing Support Services is aimed at marketing the company's technology skills. Included in this are studies to investigate training and teaching methods and also effects on acquired skills. The group has already produced a turnover of nearly $20 million in its first year. Services are mainly used by Government, at Federal and state levels, as well as industrial concerns.

Boeing Electronic Products has drawn on the considerable expertise within both groups in the highly specialised field of miniaturised electronic products. In addition to a number of mini-computer circuits, hybrid circuits etc., a successful voice privacy unit for radio communication has already been marketed and is in use by the police in several American cities. Other developments of the organisation include a low cost instrument landing system.

British firms wishing to talk about these developments should contact Boeing's London representative, Mr. Homer B. Sewell, Boeing International Corporation, Heathrow House, Bath Road, Cranford, Middx. (01-897 1355). The British Consulate-General in Seattle would also be happy to advise British firms.

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Mr. Noble launches British industrial exhibition for Bilbao in 1973

BRITEC 73—claimed to be Britain's biggest-ever bid for Spanish trade—was featured at a press conference in London on September 5. BRITEC 73 is the British Industrial Technology Exhibition to be held at Bilbao from October 18 to 25 next year and will be the first major British exhibition in Spain since the British Industrial Fair in Barcelona in 1964. It is being organised by Industrial and Trade Fairs Ltd. for the Fairs and Promotions Branch of the British Overseas Trade Board.

Speaking at the conference, Mr. Michael Noble, President of the BOTB, explained that Spanish events open to foreign exhibitors are for the most part general trade fairs. The British Overseas Trade Board therefore felt that an all-British Exhibition would be the most effective way of showing Spanish industry what British industry has to offer.

Spanish economic expansion

Earlier, Mr. Noble had praised Spain's economic expansion. 'Over the past eight years Spain's economy has had an annual growth rate second only to Japan,' he said. 'There can be no doubt of Spain's tremendous economic potential and of her determination to develop it to the full. In order to carry through her plans she will need the best industrial equipment available.'

Last year Britain's exports to Spain totalled over £150 million, an increase of 17 per cent over the previous year. 'After Britain becomes a member of the European Economic Community our exporters will benefit from its Preferential Agreement with Spain, and there are strong possibilities of an extension of the Agreement which would lead to increased preferences in which the United Kingdom would share,' commented Mr. Noble.

Spain's current Development Plan aims at making her the world's tenth industrial power by 1980. Britain's Commercial Posts in Spain have advised that the Plan should provide special opportunities for manufacturers of advanced production machinery, and handling equipment; advanced industrial controlling and measuring equipment; safety devices and anti-pollution equipment.

Determination to meet needs

Intense interest by British industry in the fair is reported by Industrial and Trade Fairs Ltd. Requests from potential exhibitors for information have provided a most encouraging indication of Britain's determination to meet the needs of Spain's newly-expanding market, they say.

Because the exhibition has been preceded by careful inquiries concerning the types of goods for which there is genuine need, exhibitors are assured of keen interest in their displays.

The unique opportunity that the exhibition will provide for Spanish buyers and executives to assess and compare British goods is already being recognised in industrial and business circles in Spain. The 'shopping list' which has been drawn up for the guidance of intending exhibitors follows close consultation between representatives of the Department of Trade and Industry, Fairs and Promotions Branch and Technical Services Branch, senior British government representatives, the President and executives of the Bilbao Trade Fair and directors of Industrial and Trade Fairs International Ltd.

Categories to date comprise advanced industrial controls and measuring equipment including industrial and office computer-ware, testing, analysis, controlling and inspection instruments and systems, industrial X-ray equipment, flaw detectors, electroscopes, laser measuring and cutting machines, laboratory instruments and spectrometers.

Advanced production machinery listed includes machine tools, welding machines, automatic batching equipment, hydraulic controls and systems and automated foundry techniques. Safety equipment in demand includes alarm systems, radar and radio systems, industrial safety clothing, accessories and appliances and closed circuit television systems for industrial uses. Interest in advanced handling equipment covers hover-pallets and warehousing equipment and systems. Anti-pollution equipment required includes fertiliser and power generating plants using municipal refuse, corrosion and pollution detection and analysis equipment and water and air purification equipment.

Full assistance will be provided in ascertaining demand should any company wish to display products not included in the preliminary list.

The exhibition will be open from 10 a.m. to 7 p.m. daily and admission will be restricted to trade representatives and press only.

Applications for space

Applications for space should be addressed to Mr. John M. Maitland, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

Change in date for CARPEX 73

CARPEX 73—the International Carpet and Floor Coverings Fair is now to be held at Earls Court, London from Monday, February 26 to Friday, March 2, 1973. *Organisers* are Industrial Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WC1A 1PB (tel. 01-242 9011).

Mr. Michael Noble, President of the British Overseas Trade Board, speaking at a press conference in London in connection with next year's British Industrial Technology Exhibition in Bilbao. With Mr. Noble are (left to right): Mr. W. H. Johnson, Export Credits Guarantee Department; Don Rafael de Los Casares, Minister for Economic Affairs, Spanish Embassy; Mr. K. Green, Deputy Director, Fairs and Promotions Branch, BOTB; Mr. D. Lyons, managing director, Industrial and Trade Fairs Ltd., organisers of the exhibition.

British technological exhibition for Peking next spring

UNDER the direction of the British Overseas Trade Board the Fairs and Promotions Branch of the Department of Trade and Industry is sponsoring a British Industrial Technology Exhibition in Peking, in co-operation with the Sino-British Trade Council.

The first general meeting of exhibitors has been held in London under the chairmanship of Mr. W. T. Pearce, Director of Fairs and Promotions Branch, DTI. There were almost 200 exhibitors' representatives present to hear an outline of the progress that has been made with the arrangements for this event, and fuller detailed information about it.

Sir John Keswick, KCMG, President of the Sino-British Trade Council, described the background of trade with China and current opportunities. A panel of experts then dealt with the many problems connected with the exhibition. Exhibitors' questions ranged over such matters as stand design, travel and accommodation, shipping of exhibits, lectures, specialised film shows, down to such mundane but important topics as electricity supply and the availability of compressed air for some of the special equipment being exhibited.

There has been great enthusiasm in industry for this project ever since it was first announced, and over 200 firms will be represented at the exhibition, the first major British event to be held in the People's Republic of China since 1964.

Mr. Michael Heseltine (extreme left), Minister of Aerospace, accompanied by Sir Arnold Hall, President of the Society of British Aerospace Companies, and Sir Richard Smeeton, Director of SBAC, meeting members of the Republic of China aerospace delegation who were visiting Farnborough Air Show on September 5.

Soviet exhibitions continue to benefit British scientific instrument makers

From the Commercial Department, British Embassy, Moscow. Sales of British scientific instruments to the USSR have topped £3 million annually in recent years and experience at specialised exhibitions in the USSR ('Biophyzika' in Moscow in August and 'Spektr' in Minsk in June/July) has confirmed that this sector of the Soviet market continues to afford good opportunities, not only to those British firms already established in the Soviet market, but to newcomers prepared to tackle the market in a serious way.

Firms participating in these exhibitions have reported a high degree of informed interest in their exhibits and expressed confidence in their future business prospects in the Soviet Union. The most experienced—Cambridge Scientific Instruments Ltd., Metals Research Ltd., Measuring and Scientific Equipment Ltd., Joyce Loebl, Pye-Unicam, Evans Electroselenium Ltd., Elga Products Ltd. and Rank Precision Industries—showed continued improvement in their Soviet business, while newcomers—eg Elliott Brothers Neutron Division and the Analytical Development Company—all made an extremely promising start. Actual contracts concluded during the two exhibitions either for exhibits ex-stand or for supply from Britain totalled approximately £750,000.

In tackling this particular sector of the Soviet market, participation in Soviet-organised exhibitions has acquired a very high degree of importance. This is not simply because special hard-currency allocations are made for the purchase of exhibits ex-stand at such exhibitions, but—more importantly—because an exhibition is the best if not the only way for a firm to introduce the Soviet engineer, laboratory technician, etc. to its products, and to arrange their effective demonstration.

The figure quoted above for business concluded during the two exhibitions includes contracts which would have been signed anyway but there can be little doubt that the business would not have been generated if the firms themselves did not have a policy of participating in Soviet exhibitions.

British Scientific Instrument Manufacturers interested in the Soviet Market are strongly urged to consult the Scientific Instrument Manufacturers Association of Great Britain (SIMA) who have a great deal of experience in the Soviet Market and organised joint-venture participation at exhibitions in Minsk and Moscow. Both SIMA and Fairs and Promotions Branch of the Department of Trade and Industry can provide details of the future programme of exhibitions in the USSR, and the Commercial Department of the British Embassy in Moscow stands ready, of course, to advise on any particular aspect of trade with the Soviet Union.

British exhibitors at the Pacific Jewelery Show

From the British Consulate-General, Los Angeles. A group of eight British companies took part in the second joint venture at the Pacific Jewelery Show, held at the Ambassador Hotel from August 26-28. The event which attracted about 200 exhibitors, was organised by the California Retail Jewelers Association while the British Joint Exhibit was sponsored by the Westminster Chamber of Commerce in collaboration with the Department of Trade and Industry. The British group consisted of:

Goulding Brothers (Fine Jewels) Company
Carrick Jewellery Ltd.
Wally Morgan (Designs) Ltd.
Walter Mark Ltd.
B. K. Sarin Ltd.
Graff Diamonds Ltd.
Art Pewter Silver Ltd.
Norman Grant, DA

Although American manufacturers or their distributors dominated this event, most of the British firms reported satisfactory results and the general feeling was to return to the show again in 1973. There was also Swiss, Middle East and Far Eastern participation. Even where relatively small orders were taken, the contacts were generally very worthwhile. In any event, experience shows that orders actually taken during a three-day event do not necessarily reflect the amount of business likely to be transacted in the longer run.

Special mention should be made of the success achieved by Wally Morgan (Designs) Ltd., who secured a particularly impressive order on the closing afternoon of the show. Carrick Jewellery and B. K. Sarin (a regular visitor to Los Angeles) also reported substantial business and were well satisfied with the time spent.

Third successive award

Although not part of the Joint Venture Group, one of Britain's leading young jewellery designers, Tony Waldron, made considerable impact on visitors with his award-winning bracelet. This was his third successive De Beers Diamonds International Award, which was on display with other award-winning jewellery. B. Morris Juwelenfabrikation of Hatton Garden, were independently displaying their goods at the show.

On the whole the joint venture turned out to be a worthwhile exercise and it is hoped that a group will again be present next year to further the strength of British jewellery in California.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approval schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

Brazilian agricultural show promises good long-term results

From the British Consulate-General, Sao Paulo. Previously a national event with little foreign participation, the 1st International Agricultural Exhibition held in Porto Alegre, in the south-western State of Rio Grande do Sul, between August 23-29, attracted exhibitors from Britain, Holland, West Germany and the USA.

Seven British firms exhibited in a joint venture. The British Livestock Co. Ltd., and Selecta International Ltd., showed bulls, heifers, sheep and pigs. All these animals were sold, and one of the former company's Hampshire Down Sheep, which was a Royal Show Champion this year, fetched £1,170. This was the highest price ever paid in Brazil for a sheep.

British Semen Exports Ltd., relative newcomers to this market, got off to a good start by appointing an agent, setting up a national distribution network, and selling all doses of semen imported before the Show.

The 10-ton tractor exhibited by Muir Hill gave daily working demonstrations on the spare ground beside their stand. Their first venture into Brazil, an agent was appointed and a number of orders placed during the Show.

Another newcomer to the market, Wright Rain's irrigation equipment aroused considerable interest and future prospects look good, especially in view of large crop increases projected over the next few years. The Plant Protection Division of ICI introduced a number of new products through their Brazilian subsidiary and Transmeridian Air Cargo (who flew out most of the exhibits including all the cattle) made initial contacts which were followed up after the Show.

This Show turned out to be one of the most successful joint ventures in Brazil to date. We are confident that it will encourage many more firms to participate in future.

MISSIONS and TOURS

Sir Leonard Hutton to visit Zambia

ON October 19, Fenner executive, Sir Leonard Hutton, begins an 11 day tour of mining installations in Zambia. During his stay he will be with K. B. Davies & Co. (Zambia) Ltd., agents for Fenner power transmission equipment in this country.

Sir Leonard, who joined Fenner nine years ago, achieved fame on the cricket field, but he is also an expert on his company's Fenaplast conveyor belting which is used in mining industries all over the world. He has visited many countries to promote the world-wide sales of this product.

Oil separator demonstrations in Finland

MR. Tom Horan, sales director of Megator Pumps and Compressors Ltd., London, has recently returned from demonstrating Megator products in Finland for the second time in a few months.

During his earlier visit Mr. Horan showed Megator oil spill recovery equipment to Finnish fire brigades, who are responsible for dealing with oil spillage problems in that country. During his second visit he demonstrated a new Megator mobile oil separator, again to fire brigades and also, amongst others, to local refinery managements and representatives of Finnish harbour authorities and railways.

Export manager to have busy North American tour

MR. Bob Sills, export sales manager to Dunlop's Manchester-based GRG Division leaves at the beginning of October on a three week business tour of North America that stretches from coast to coast, taking in Canada in the north and California in the south. In all he estimates he will be covering some 14,000 miles in the 21 days between departing and arriving back at Ringway Airport, Manchester.

Mr. Sills' visit is a follow-up to business tours of North America undertaken earlier this year by the Division's director and marketing and commercial services manager and is intended to consolidate and further negotiations undertaken during these earlier visits. In particular Mr. Sills will be concerned with assisting the distributors of Dunlop's popular C-Craft range of inflatable boats with their plans for further considerable increases in selling into the pleasure boating market in both the United States and Canada in 1973.

During his visit he will be attending the US Sailboat Show in Annapolis where examples from the C-Craft range, including yacht tenders and sportsboats, will be exhibited. From Annapolis he proceeds directly to the Fish Expo at Seattle.

Mr. Edward Altshuler (left), director of the Institute of Advanced Business Studies, USA, is visiting the United Kingdom to prepare a series of trade tours next year, introducing American wholesalers to small UK manufacturers who have some exportable output but who could not afford to launch themselves into the export market. Mr. Altshuler is investigating opportunities for British manufacturers of both consumer and industrial products to find a market place in America. He is seen in front of the Shoppenhangers Manor, a 16th century manor house in the grounds of the Esso Motor Hotel, Maidenhead, England, with Mr. John Locke, Esso Motor Hotels' sales manager for the United Kingdom. Esso Motor Hotels will be providing accommodation, conference and exhibition facilities for delegates in the US trade tours.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Success 'clocked-up' in Sweden

SCOTTISH-MADE clocks have a good image with co-operative stores and shops in Sweden, according to General Time, the Dumbarton-based clock and watch manufacturer. It recently won an order for 100,000 of its Westclox clocks and has received a call to speed up deliveries and send a promotion team to talk about clocks and about Scotland.

This explains why Miss Mary MacDougall, from the Scottish factory's trade repair department, has been engaged on a fortnight's promotion stint in five Kooperativa Forbundet stores and shops—complete with classic tartan rigout and a live, kilted piper—Mr. Gordon Lawrie of Dumbarton Pipe Band.

The couple were seen off at Glasgow airport by director of sales, Mr. David Rawlings, who said afterwards that the promotion was starting with about 25,000 of the clocks already delivered.

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THE EXPORT FREIGHT FORWARDERS

EXPORT ORDERS

Major South Korean shipyard contract won

HUGH Smith (Glasgow) has signed a contract with the Hyundai Construction Co. of South Korea for the supply of seven shipbuilding machine tools for the Hyundai shipyard now being built at Mipo Bay near Ulsan, the industrial port city on the south-eastern coast of Korea.

Worth £650,000, the contract calls for the supply of a Hydrolevel plate-straightening roll, a 2,000-ton roll-press, a 500-ton flanging press, a 1,000-ton ring frame press, two 700-ton ship's frame bending and straightening machines, and a 400-ton ship's frame punching press.

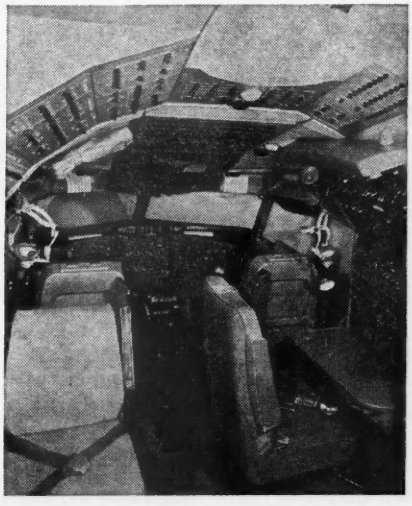
The machines are due to be shipped to the new yard before the end of 1972, where they will be used as part of the current Korean drive to become Asia's second biggest shipbuilders after Japan. The Hyundai yard already has orders to start building two 259,000-ton oil tankers in the first half of next year for delivery in 1974, while plans call for the construction of five very large crude carriers of up to 500,000 deadweight tons each year from 1976.

The plate-straightening machine is designed for the wider plates now being used in shipbuilding, i.e. 4 m with a thickness capacity of 42 mm in mild steel. The machine is equipped with provision for the latest automatic control which is being developed by Hugh Smith to give faster operation with more effective straightening.

£250,000 order for Dale Electric

A BRITISH company has won a £250,000 order to supply electric generating sets to three towns in Northern Nigeria. Dale Electric of Great Britain Ltd., of Filey, are providing one 600kW and two 450kW sets to each of the towns of Kazaure, Gumel and Hadejia, all in Kano, the Northern Central State of Nigeria. Initially, the sets will provide electricity for hospitals, government offices and other public service centres.

A design engineer and chief inspector representing Philips of Eindhoven during a three-day visit and inspection of a non-ferrous precision sand casting sample at the Sandy, Bedfordshire, factory of RKB Precision Products. The complex casting was designed by Philips in close consultation with RKB to achieve more freedom of design with a reduction in both production and machining costs. RKB say that, although newcomers to the industry, they have in four years established a reputation for this type of work and apart from British customers serve Philips of Hilversum, Optische Industrie of Delft and Cambo of Kampen.



The flight deck of a Boeing 707 flight simulator, built by Redifon Flight Simulation Ltd. and ordered by Singapore Airlines.

Ballscrews for Italy

LUCAS Aerospace Ltd., Shirley, Solihull, Warwickshire, has been selected to supply the precision ballscrew assemblies to actuate the flaps, slat and wing sweep systems designed by Microtecnica SPA, Turin, for the Panavia multi-role combat aircraft. The order could evolve into a programme of several years' work.

Nigeria TV contract

PYE TVT Ltd., Cambridge, is to supply and install a complete VHF television network to serve the Mid-West State of Nigeria, under a £600,000 contract. A team of Pye TVT engineers is now in Nigeria working on the installation which, when completed, will consist of a studio complex, main transmitter and regional transmitters.

The studio centre is located in Benin City, the State capital, with the main transmitter located at Uzalla, outside the city.

Aerial photography contract

AN agreement has been signed between Fairey Surveys Ltd., Maidenhead, and the Forest Resources Survey Office of the Government of Nepal for aerial photography of the hill regions of Nepal. The contract, valued at £120,000, will terminate on December 1. Flying operations are due to begin on October 15.

British plant for Johannesburg biscuit factory

THE Premier Biscuit Company (Pty) Ltd., Johannesburg, has placed a contract valued at approximately £200,000 with Baker Perkins. The contract includes the supply of a metre-wide complete biscuit-making plant which will be installed in Weston's biscuit factory in Springs, near Johannesburg. Shipment will begin in January 1973.

NCR Dundee exports £100 million

THE National Cash Register Company (Manufacturing) Ltd., Dundee, has now passed the £100 million figure in exports since the first factory was opened in 1946.

Already holders of two Queen's Awards for Exports—£7 million plus in 1967 and £13 million in 1971—the company has an exports target of 78 per cent of production during the current year. Exports go from Dundee to 115 countries.

£400,000 UK exports to Iran

CAPITAL Plant (International) Ltd. have been appointed by the Akhgar-Zymac Consortium to carry out procurement services which are expected to result in the export of up to £400,000 of UK equipment to Iran.

The equipment will be used in four compressor stations of the IGAT pipe line project, for which Akhgar-Zymac is the main Iranian contractor. The agreement was signed recently in London following discussions between Mr. H. Shirazi, managing director of the Akhgar-Zymac Consortium and Mr. Kim R. Trouchet, purchasing manager of Capital Plant (International) Limited.

Instem announces first export delivery of Instep sequencer

TIOXIDE SA of Calais, France, has recently taken delivery of the first Instep sequencers exported by Instem Ltd., of Stone, Staffordshire, where they are used to control automatically the steps in the manufacture of titanium oxide. The £20,000 order by Tioxide involves some 360 programmed steps, 600 digital inputs and 600 digital outputs. However, because Instep is designed to enable individual programs to be set up within a standard, well-proven unit, a very short commissioning period was needed to get the system operational.

The Instep sequencer, a novel electronic sequencer control unit for process automation, was developed in collaboration with Tioxide International Ltd., Billingham, and introduced in July 1971 to provide a pre-designed solution to the problems of controlling the many types of batch processes in industry where step-by-step control is required on the basis of plant input interlocks and/or elapsed time.

Sharples Photomechanics secure first order from San Salvador

SHARPLES Photomechanics Ltd. has received an order from the Crown Agents to supply photoelastic analysis equipment to El Salvador. The equipment is required by the Institute of Technology at San Salvador, the capital of El Salvador, and will be the first supplied by the Bamber Bridge firm to this central American country.

The main item of equipment covered by the export order is a Sharples 6-in.-diameter, combined-duty polariscope which may be utilised for a variety of stress analysis investigations. The unit can be used either as a diffuse light facility, for the rapid visual examination of stress patterns, or as a transmission instrument for the projection of pattern images on to a screen.

Associated products to be supplied with the 6-in. polariscope include a Sharples-Fylde 20-channel analogue field plotter, which may be used for stress separation purposes, and a model-making kit for the machining of photoelastic replicas of components under investigation.

When this first Sharples installation in El Salvador is completed, the Bamber Bridge company will have photoelastic analysis equipment in use in 46 overseas countries.

Major export orders for incinerators

Two major export orders worth £650,000 for refuse-disposal plants have been won by the Environmental Systems Division of Redman Heenan Froude, Worcester.

One is for Gibraltar and worth about £370,000. The other has been won in conjunction with licensees Francis Hankin of Toronto, from which RHF will receive sub-contracts and royalties worth about £280,000 on the total contract value of $5,500,000. Hankin will be responsible for manufacture and erection in Canada and RHF for designing and technical support during construction. RHF will assemble the parts made in this country, including the Heenan-Nichols continuous grates.

The contract for the Toronto plant was won against keen international competition. Success followed some 12 months continuous activity during which several visits were exchanged between top executives and engineers.

The Gibraltar and Toronto orders follow closely on the contract obtained by RHF for a similar plant for Rochdale, England, worth about £730,000.

Processed-food exports up

THE value of processed-food exports showed an increase of approximately 12 per cent in the first six months of 1972 over the figures for 1971, say the British Food Export Council.

According to Customs and Excise returns, this totalled £83 million compared to £74 million for the same period in 1971.

Figures for the first half of any year are traditionally less than those for the second. This indicates that processed food exports for the whole of 1972 should show a continuing rise at least comparable to that achieved in previous years, say BFEC.

US order won by GEC Rectifiers

GEC Rectifiers Ltd. has received an order via English Electric Corporation of New York for high-power traction rectifiers to supply direct current to the New York City Transit Authority's underground railway system.

The order is worth over £600,000. It covers the supply of six 3,000 kW 625 volt DC silicon rectifiers manufactured by GEC Rectifiers, DC switchboards made by GEC Switchgear Ltd., and auxiliary equipment of American origin, plus installation, cabling, and commissioning.

Hong Kong orders power-transmission equipment

IN Hong Kong electrical demand has risen enormously, and new generators will be coming into service shortly. This has led to an order by the China Light and Power Co. of Kowloon with the Power Transmission Division of GEC Switchgear Ltd. for two short circuit limiting couplings, total value over £1 million, and rated 150 MVA at 132 kV.

One of the couplings will be installed in Tsing Yi 'B' generating station and the other in Kwai Chung 'B' substation. They will connect these stations with the adjacent 'A' stations. The application of SLC to the China Light and Power Co. system followed a detailed study by the Power Transmission Division. Both sets of equipment are due for delivery in December 1973, and will be commissioned during March 1974.

Electropower gears for Czechoslovakia

ELECTROPOWER Gears Ltd. of Aylesbury, Bucks., have received orders through the handling and process plant division of Simon Carves Ltd. for the supply of nearly 100 heavy-duty gear units for two sites in Czechoslovakia.

The Electropower units, which range in size from ½ to 10 hp with output speeds from 25-236 rpm, are of a special heavy-duty type with a shock-load factor of 2 and capable of operating 24 hours-a-day, non-stop, in a carbon-black atmosphere.

£26,000 contract for Iran

BICCOTEST Instruments, a BKI company, has received a contract worth £26,000 to supply the Tehran Regional Electricity Co. with a high-voltage test van and an oil-treatment van.

The test van will have a complete range of high-voltage testing and fault-location equipment, including a 150 kV DC test set, surge generator, pulse-echo set, seismophone and various other bridges. It will be suitable for carrying out commissioning tests on cables of up to 66 kV working voltage.

Riley win export Irish order

RILEY (IC) Products Ltd., Derby, has announced the sale of eight Pillatt incinerators to hospitals in Kanturk, Macroom, Midleton, Skibbereen, Castletown, Schull, Kemnare and Youghal in the County of Cork. These orders are worth over £4,300. The units currently being despatched to Southern Ireland are capable of hygienically incinerating 50 lb. of waste at each hospital and are fitted with primary and secondary propane gas burners.

Orders from Dutch shipyards

THREE Dutch shipyards have placed orders with Mitchell Swire Ltd., Greenock, for 182 'Cowal' oil-tight tank hatches, including lift and swivel gear. Seven ships will be fitted with the hatches, each ship requiring 21 hatches in various sizes to the 'Cowal' standard design to Lloyds A1 requirements. All the ships are 21,500-dwt tankers and are on order at Verolme United Shipyards, NV Scheepswerf 'De Hoop', Lobith, and Van Der Giessen—De Noord.

South American order

AGAINST competition from Japan, Brazil and Spain, an order has been won by Park Webb Ltd., Wigan, for steel rolls for a roughing mill in Columbia. The order, placed through the company's German agent, G. Schwartz & Co., is for three carbon steel rolls.

This order constitutes an early success for Park Webb Ltd. in their long-term marketing plans, as G. Schwartz & Co. of Dusseldorf were appointed to represent them in Germany and Austria only at the beginning of this year.

British-designed houses for the Gulf

SIR William Halcrow and Partners, the consulting engineers, announce that they have been instructed by the Minister of Public Works of the Union of Arab Emirates, Shaikh Mohammed Bin Sultan Al Qasini, to supervise the construction of 409 houses along approximately 70 km of the east coast of the Peninsula in the Gulf.

The architectural concept of the individual house unit, the design for which was submitted by Halcrow's Architectural Department and which won the appointment for the firm, foresees a compact house which, although inexpensive, is to be equipped with all modern facilities, including air conditioning.

The 409 houses are to be sited in some 10-15 locations in the main cities or villages of the Emirates of Sharjah and Fujairah. Construction is due to begin in November, and the contract foresees that it will be completed within 12 months and values the work at a figure of the order of £1.3 million.

Simon equipment for Buenos Aires

SIMON-VICARS Ltd., Newton-le-Willows, are to supply biscuit-manufacturing plant worth approximately £350,000 to a new factory on the outskirts of Buenos Aires.

The contract, received from Establecimiento Modelo Terrabusi SAIC, Buenos Aires, calls for the design, supply, erection and commissioning of a high-capacity automatic cracker-manufacturing plant consisting of laminating machinery, dough-forming plant, baking oven and biscuit-handling equipment. A further fully automatic wafer plant is included in the contract.

Manufacture of the equipment is already under way and completion of the contract is expected mid-1973. Simon-Vicars have already supplied four wafer installations to Terrabusi, and similar equipment has been installed recently in the Lebanon and South Korea.

Air-cushion transporter contract

CLAIMED to be the first air-cushion transporter to go to South America, this will be supplied by Hovertrailers International Ltd., Southampton. The value of the contract is over £11,000.

With a standard hover height of 18 in., the machine has been designed to operate on land and water and features a completely detachable engine and fan unit which are mounted on a separate frame. Of 15 ton capacity, the hovertrailer is manufactured in two halves for easy transport and can be bolted together and sealed when assembled on site.

Mr. D. Williamson, marketing manager for HTI, states that the unit supplied to their agents in Peru, Negocios Amazonicos Peruanos SA, would be used primarily for demonstration purposes to companies in the development of the Amazon area.

Another airport contract

A MAJOR long-term contract has been awarded to International Aeradio Ltd., Southall, Middx., by the Government of Qatar for the provision of aviation technical services at Doha International Airport. The contract was signed in Doha on behalf of the Qatar Government by Shaikh Abdul Azziz Bin Khalifa Al Thani, Deputy Minister of Finance, and Mr. J. P. Utterson, IAL's managing director.

The new contract represents a considerable increase in the technical services which have been provided at the airport by IAL since 1956. To cover this increase, the existing staff of about 100 will be more than doubled in the near future by the recruitment of additional Qatari staff.

The contract covers the day-to-day management of the airport, the operation and maintenance of the air traffic control, aeronautical telecommunications, radio navigation aids and the fire and rescue service. The additional work ncludes the provision of a meteorological service, electrical and general airport maintenance and the enlargement of the fire and rescue service to up-grade the existing service to ICAO category 10 standard to allow for the operation of jumbo-jets.

Italian contract

APV-PARAMOUNT Ltd., Crawley, Sussex, recently received an order from Snia Viscosa, Milan, valued in excess of £100,000 covering the supply of centrifugally cast pyrolysis tube assemblies, fittings and tube supports required for a process heater on a carbon disulphide plant to be erected in Lwow in the USSR.

All the castings, both static and centrifugal, are to be provided in special chromium-nickel steels to meet the high-temperature service requirements of this process.

Minister for Trade welcomes OECD report on trade

MR. Michael Noble, Minister for Trade, warmly welcomed on September 5 the report produced by the OECD High Level Group on trade problems, which was summarised in last week's *Trade and Industry*, page 408. Mr. Noble said:

'This is a significant document on which I would like to comment without delay.

'The Report is a valuable contribution to the international debate on the future of the world trade and economic system. It places what is to us a desirable and proper emphasis on the vital importance of further liberalisation of trade, not only for the benefits liberalisation in itself can bring. but because without a further effort by all concerned there is a real danger of a relapse into protectionism with the dangerous economic and political consequences that this could have for the Europe of which we shall be a part, and for our trading partners in the United States, Japan and other countries.

'The Report is not an academic document. It is a practical set of suggestions by men with long and wide experience of world economic and trade problems. It does not attempt to lay down in detail the procedures and outcome of negotiation but it concentrates on providing useful ideas, a framework of thought, which will be helpful to Governments and those who in fact have to undertake the forthcoming world negotiations.

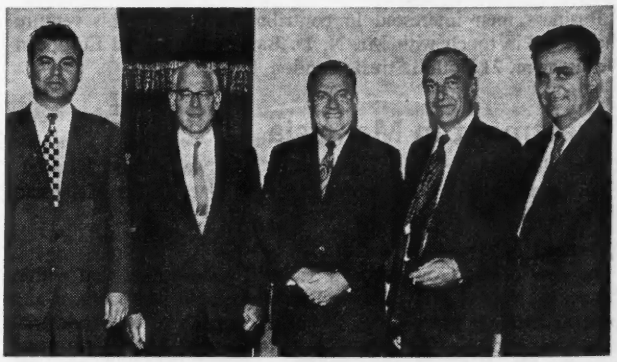
'Even so, given the known divergencies of opinion which exist on many of the subjects dealt with, the members of the group have reached a remarkable degree of agreement. They have stressed the importance of efforts to reduce tariff and non-tariff barriers in the industrial field and in this context have made some quite specific suggestions on the use of safeguarding measures by which countries may seek to protect themselves against damaging consequences of sudden changes in trade flows. They have emphasised the importance of taking further steps to deal with the extremely difficult problem of trade in agricultural products. They have also laid proper emphasis on the responsibility of the developed countries to assist the developing countries' economic progress.

'They were agreed on the urgent need for reform of the international monetary system—as are Her Majesty's Government. Even though there were differing views in the group on weaknesses of the present system and the lines of reform, their discussion is helpful and should be of use for the coming consideration of these matters in the International Monetary Federation, particularly the new committee of 20.

'The Report is a timely one. We and our fellow members of the enlarged Community earlier this year joined with the United States in supporting the proposal that there should be a new round of world trade and economic negotiations in the framework of GATT to start in 1973. The GATT has already embarked on the preparations for these negotiations and they are a major item in the immediate international agenda.

'We shall, in bodies where the Group's Report is relevant, seek to have full use made of it as a basis for preparation of the next steps in the world trade field. This is not to say that at this moment we accept every idea and each suggestion of the Group, but we think that this will be a helpful approach to arrive at a co-ordination of views. We hope that our partners in world trade will respond in a similar way to the Group's Report and be ready to make use of it as a basis for discussion and action.

'The Group have done a difficult job very well. Thanks are due to all the members, but particularly to the distinguished Chairman of the Group, Monsieur Jean Rey, former President of the European Commission, and to Sir Richard Powell, with his great experience on trade matters, who participated from the United Kingdom.'



DTI ministers welcomed Mr. Ion Avram the Romanian Minister of Machine Building Industry recently (see last week's Trade and Industry *page 413). In this picture Mr. Avram (centre) is seen with Lord Drumalbyn, Minister without Portfolio, on his right and Mr. Michael Noble, Minister for Trade on his left. Also in the group are General Ispas (extreme left), Secretary-General, Ministry of Machine Building, and Mr. Vasile Pungan, the Romanian Ambassador to the UK.*

Secretary of State visits Algeria

MR. John Davies, Secretary of State for Trade and Industry, and Mrs. Davies paid a one-day official visit to Algeria, as guests of the Algerian Government, on September 6. During the visit Mr. Davies had talks with M Layachi Yaker, Algeria's Minister of Commerce, and other members of the Algerian Government on matters of mutual interest, as well as visiting the British Pavilion at the Ninth Algiers International Trade Fair.

South Korean line of credit extended

THE Export Credits Guarantee Department has agreed to the extension of the ordering period for capital goods contracts to be financed under the £6 million line of credit made available to the Korea Exchange Bank by Lloyds Bank on behalf of a syndicate of British banks in June 1970.

Buyers in South Korea will now be able to purchase up to the end of this year a wide range of capital goods: textile machinery (knitting machies) and commercial vehicles have already been ordered under the line of credit, and it is expected that further orders in these categories will be placed as well as other capital goods approved for inclusion.

The syndicate of banks consists of Lloyds Bank, Bank of Scotland, Barclays Bank, Clydesdale Bank, Midland Bank, National Westminster Bank, Williams and Glyn's Bank and The Royal Bank of Scotland. The interest rate for orders placed now will be the current fixed rate of 6 per cent.

CBI seeks views on Anglo/French trade co-operation

A QUESTIONNAIRE is to be circulated to members of the Confederation of British Industry seeking their views on the best method of promoting an exchange of ideas at managerial level between French and British firms. The proposed discussions would be co-operatively organised by the CBI and the Conseil National du Patronat Francais (the Federation of French Industry).

The CBI point out that Anglo/French trade is very low compared with the percentage share of each market enjoyed by other major suppliers, and while this is possibly due to the effect of tariff and non-tariff barriers, these will be gradually removed with British accession to the EEC on January 1. Consequently this would seem

(continued on next page)

ANGLO-FRENCH TRADE CO-OPERATION
continued

to be an ideal time to promote close co-operation between industry in both countries. The CBI and Patronat wish to play a full part in forging this greater collaboration between industrialists on both sides of the channel to enable them to seize the significant opportunities that the enlargement of the Common Market will create.

Business men interested in contributing towards this venture should get in touch with Mr. N. D. Barclay, CBI West European Department, 21 Tothill Street, London, SW1.

Investment in Malaysia

THE following exchange between the Malayian Prime Minister, Tun Razak, and an Opposition MP took place in the Malaysian Parliament recently:

Question:

In view of the Government's declared policy-target that within 20 years, Malays and other indigenous people will manage and own at least 30 per cent of the total commercial and industrial activities, and in view of the fact that as of 1969, of the total $4,678 million share capital, 62.1 per cent was accounted for by foreign interests compared with 22.8 per cent by Chinese, 1.5 per cent by Malays and 0.9 per cent by Indians, to state:

(i) what action Government is taking within the Second Malaysia Plan to reduce the foreign dominance in the share capital of Malaysia;
(ii) whether it is a policy target of Government by the end of the Second Malaysia Plan in 1975 to reduce the foreign holding of 62.1 per cent of total share capital, and if so, approximately by how much; and
(iii) whether Government would ever consider expropriating or nationalising foreign companies if the Government policies do not succeed in reducing the foreign dominance in Malaysian industrial and commercial activities.

Reply:

Prime Minister (i) The focus of Government policy in this area is the creation of a visible and dynamic community of Malays and other indigenous people, who will operate on a par with other Malaysians and foreigners in the ownership and management of modern commercial and industrial enterprises. The 30 per cent target set for such participation by Malays and other indigenous people in 20 years is not confined to the company or corporate sector.

The Government's strategy is primarily one of rapidly expanding modern commercial and industrial activities, so that basically out of such expansion, it would be possible to enable Malays and other indigenous people to own and manage a greater share. It is hoped to achieve *an average share of 30 per cent within a much larger total modern sector in the time period specified.*

(ii) It is not the policy of the Government to deprive or reduce anybody's present position in the pursuit of its objective of achieving balanced participation by the various races in commerce and industry. The question of expropriation or nationalisation of anybody's property does not arise at all.

(iii) One can, of course, visualise the situation that will emerge. Through the Government's efforts and incentives, both foreigners and Malaysians would invest much larger amounts than they now do. Through joint ventures, share reservation and wholly owned ventures, Malays, Malay interests, and other indigenous people, should also own and manage progressively larger amounts of investments. As this happens, it is clear that the dominant share of the foreign ownership in the corporate sector will also decline proportionately.

International monetary co-operation

A NEW Central Office of Information reference pamphlet 'International Monetary Co-operation' has been published which outlines some of the post-war developments in international monetary co-operation, including the structure and work of the IMF and the role of reserve currencies and gold.

It traces the course of events in 1971 which led to the Smithsonian Agreement and summarises the initiative for monetary reform taken by Britain at the 1971 annual meeting of the Fund.

The proposal put forward at that meeting by Mr. Anthony Barber, Chancellor of the Exchequer, has received considerable support as indicating the most promising direction for reform. It is expected that these, and other aspects of international monetary reform will be an important feature of the 1972 annual meeting of the Fund to be held in Washington this month.

'International Monetary Co-operation' RP106, HMSO 32p (by post 35½p) is obtainable from Government Bookshops in London (post orders to Box 569, London SE1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham, Bristol or through any bookseller. SBN 11 700608 4.

New telex number for British Government Office in Halifax

ON September 25, the telex number of the British Government Office in Halifax, Nova Scotia, will be changed to 019-21634.

Anti-dumping—provisional charge on pig iron from East Germany

PENDING completion of its investigation of the anti-dumping application concerning pig iron announced on April 6 the Department of Trade and Industry has made an Order imposing for a period of three months from September 12, 1972 a provisional charge to anti-dumping duty of £5 per tonne on imports of pig iron and cast iron of Tariff Heading 73.01(E) originating in Eastern Germany (USSR zone and sector of Berlin).

For the purpose of implementing the Order the Department has directed that proof of the country of origin shall be furnished to HM Customs and Excise in respect of pig iron and cast iron exported to the United Kingdom from Bulgaria, Czechoslovakia, Eastern Germany (USSR zone and sector of Berlin), Hungary, Poland, Romania, the Union of Soviet Socialist Republics or Yugoslavia.

Copies of the Order imposing this charge, the Anti-Dumping (Provisional Charge to Duty) Order 1972 (SI 1972/1361) are available from HMSO, 49 High Holborn, London, WC1 (price 3p) or by post from HMSO, PO Box 569, London, SE1 (price 5½p).

Notes

A provisional charge is not a duty as such; but a security, in the form of a cash deposit, will be required from importers or their authorised agents by HM Customs and Excise for the payment of any definitive anti-dumping duty which may subsequently be imposed.

Such a definitive anti-dumping duty may be made retrospective to the date of imposition of the provisional charge but not before, and the rate of any retrospective duty cannot be higher than the provisional charge.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the deposits will be returned. If such an Order is made the deposits will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

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Mr. J. A. Blair (left,) newly appointed managing director of the Hill Samuel Group (SA) Ltd., and Mr. L. F. Rive, Postmaster General of South Africa, sign agreements enabling the South African Post Office to borrow £23.5 million for British telecommunications equipment. The Export Credits Guarantee Department is backing a £20 million line of credit. After the signing in Pretoria, Mr. Blair said that, as the only international merchant bank operating in the Republic, Hill Samuel hoped to arrange many other package financing operations for South African authorities.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 28.

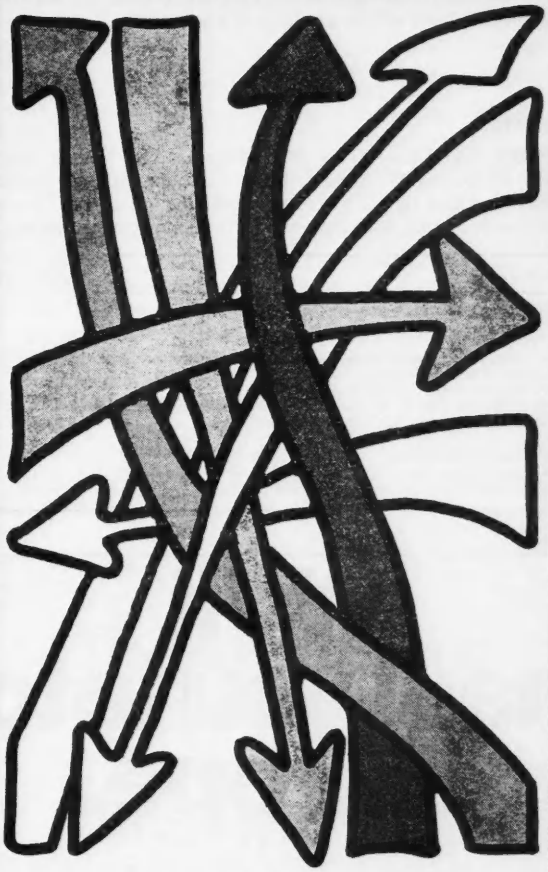
Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	Propan-1-ol	normal propanol	December 31, 1972	11147
29.35	4-Chloro-2,3-dihydro-2-oxobenzothiazol-3-ylacetic acid	Benazolin	December 31, 1972	13972
29.39	Cortisone	Cortisone (11-Dehydro 17x-hydroxy corticosterone)	December 31, 1972	12906

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

PARKER

INTERNATIONAL



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TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Federal Republic of Germany

TEXTILE MARKING LAW: The new version of the Federal German Textile Marking Law has just been received. The law came into force on September 1, 1972.

Photocopies of the German text are available from Export Data Branch (4), Tariff Section, Room E20. An English translation is being prepared and will be available at a later date.

EDB ext. 466/467/482

France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of August 29 announced that the following establishments should be added to the list of abattoirs and processing concerns in Britain inspected and approved by the competent authorities:

Name and address	Approval No.
Abattoirs	
L. J. Potter, Cappards Farm, Bishop Sutton, Bristol	EWS 88
W. H. Maslen, Forge Farm, Tinsley Green, Crawley, Sussex	EWS 89
E. D. Jones & Son, Ty Newydd, St. Asaph, Flintshire	EWS 90
Greenock Abattoir Ltd., Greenock, Renfrewshire	S 22
Aberdeen Meat Marketing Co. Ltd., Buckie Slaughterhouse, Banffshire	S 23
J. Sainsbury & Co. Ltd., Porthlethen, Kincardineshire	S 24
Processing establishment	
Benden & Cassel Ltd., Letchworth, Hertfordshire	EWP 31

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

The following names should be deleted from the approved lists published in the *Board of Trade Journals* of June 4, 1965, August 16, 1968 and December 3, 1969:

Name and address	Approval No.
Swift & Co. Ltd., Beccles, Suffolk	EWS 1
W. R. Yeo & Sons, Barnstaple, Devon	EWS 81
Nestle & Co. Ltd., Peterhead	SP 2

Copies of the French text of this notice can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Spain

DUTY-FREE IMPORT QUOTAS: The Spanish *State Gazette* of August 23 announced the following duty-free quotas:

Tariff heading	Description	Quota in tons	Valid until
29.04 A3	Butyl alcohol	2,500	August 22, 1973
25.05 B	River sand	200,000	December 31, 1972

IMPORT QUOTAS: The Spanish *State Gazette* of August 23 announced the following import quotas with Customs duty of 3 per cent, valid until December 31, 1972:

Tariff heading	Description	Quota in tons
48.07 B1	Coated paper weighing 65 grams or less per square metre	7,000
47.01 A	Mechanical pulp for the manufacture of coated paper	1,500

REDUCED IMPORT DUTY ON DISINFECTANTS, INSECTICIDES, ETC.

Tariff heading 38.11 B2 Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers) : Other.

The period of validity for the reduced Customs duty of 6 per cent has been extended to October 1, 1972.

EDB 462/471/472/473

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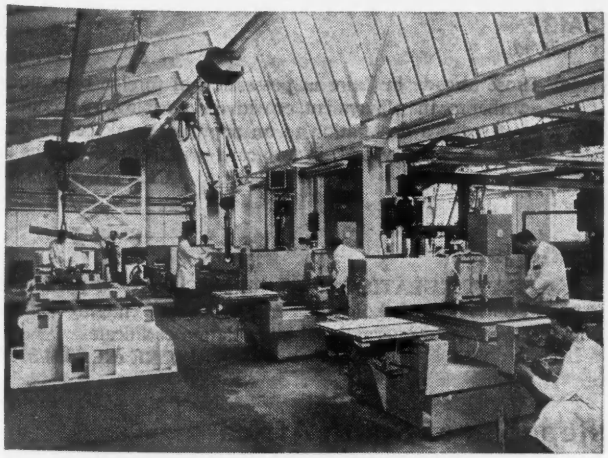

Flow-line production of Vero Mk. I numerically controlled printed circuit board drilling machines at the Southampton works of Vero N.C. Developments Ltd. The machines pictured, in various stages of construction, are part of a £1.1 million Russian order for 40 machines which are being completed and delivered at the rate of two a month. The company believe that this is the largest NC machine tool order yet to come from Russia for a single British company.

Kuwait, Bahrain, Qatar and the United Arab Emirates

AGENCY ARRANGEMENTS: The Bahrain Chamber of Commerce recently issued a notice 'strongly recommending' that foreign companies appointing agents to cover Bahrain should choose firms actually in Bahrain to represent them. The notice does not proscribe the practice of employing, say, Beirut agents to cover Bahrain (though it may well be that the forthcoming Bahrain agency law will), but it does serve to emphasise the advice given for some time now by the British commercial representatives in Kuwait, Bahrain, Qatar and the United Arab Emirates that, as a rule, companies should appoint a national of each state as agent for that state (with separate agents for Abu Dhabi and for Dubai and other former Northern Trucial States, even though they have now joined together as the United Arab Emirates). **CRE ext. 2221**

United Arab Emirates (Dubai)

BRITISH COMMERCIAL REPRESENTATIVE: The Office of the British Commercial Representative in Dubai (who also covers, of course, Sharjah, Ajman, Umm al Qaiwain, Ras al Khaimah and Fujairah) is now in the main Embassy building, Tariq Ibn Zayed Street. The telex and postal address are as before but the telephone number is now 31070. **CRE ext. 2221**

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Zaire

EXCHANGE CONTROL: Further to the notice in *Trade and Industry* of August 31, exporters may wish to note the main provisions of Banque du Zaire Circular 140:

(a) Neither residents nor non-residents may carry more than 30 zaires on entering or leaving the country. There is no limit on foreign currency in whatever form, but see (b) below.
(b) A 'Declaration of Payment' is to be completed on arrival by residents and non-residents. One copy of the Declaration will be retained by the Immigration Authorities and the other by the traveller who has to produce it each time he changes money and on finally leaving the country.
(c) No goods may be bought for foreign currency and money can be changed only at approved banks.
(d) Non-resident travellers must be able to show, on leaving the country, that they have spent at least 20 zaires per day. On leaving the country, the traveller must deposit in a convertible account money (not exceeding 100 zaires) which he has in excess of 30 zaires.

(*continued on next page*)

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ZAIRE
continued

(e) Those already in Zaire in possession of foreign bank notes or other means of payment, or with convertible zaire accounts, must make a declaration to an approved bank before they leave the country and, in any case, within three months as from August 8. **CRE ext. 2334/3338**

Senegal

CHOLERA REGULATIONS: The British Embassy at Dakar has reported outbreaks of cholera in Senegal. Anyone entering Senegal should have a valid international innoculation certificate.

CRE ext. 2334/3338

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 563, published in the South African *Government Gazette* of September 2, 1972, contains an application to the Board of Trade and Industries for increase in duty on Pressure sensitive plates, sheets, strip, film and foil (39.01.80, 39.02.50, 39.03, 48.07.40, 48.15.40 and 59.12) and prepared electrical insulating tape (70.20.90). Sodium Dichromate, chromium trioxide (chromic acid) and chrome tanning salts. Dihydroxy—demethylol ethylene urea and dimethylol ethylene urea. Piping and tubing of unhardened vulcanised rubber (40.08.9, 40.09, 40.09.10, 40.09.20, 40.90.60, 40.09.70 and 40.09.90). Abrasive powder or grain on a base of woven fabric, paper, paper board or other materials. Clutch cover assemblies, incorporating pressure plates with an outside diameter not exceeding 310 mm, imported with unit packs of unassembled motor vehicles (317.03).

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Export Department. **CRE ext. 2274**

Mauritius

TARIFF QUOTA FOR PREPARED OR PRESERVED FISH: General Notice No. 657 published in the *Mauritius Gazette* of July 15 announces that during 1972 all prepared or preserved fish imported into Mauritius, within a tariff quota of 1,300,000 kilos, shall be subject to the following rates of duty under tariff heading 16.04.90 in lieu of those at present quoted:

	Customs duty	
Fiscal duty	General	Preferential
0	20 per cent	10 per cent

EDB ext. 471/472/473/462

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Singapore

CUSTOMS DUTIES: The Customs Duties (Amendment No. 6) Order, 1972, removes, with effect from August 21, the Customs Duties leviable under commodity codes 554 301 'leather polishes'; 554 302 'wood polishes'; and 554 309 'other polishes'. All three items carried full and preferential duties of 25 per cent.

EDB ext. 469/468/401

South Vietnam

SUPPLEMENTARY PEREQUATION TAX ON IMPORTED PRODUCTS: The Vietnamese Ministry of Economy has set up a supplementary perequation tax on certain imported products to help the 'War Victims and Front Support Fund'. The products affected are imported wines at a rate of Piastres 100/US$1 and liquefied petroleum gas at a rate of Piastres 60/US$1.

EDB ext. 420/475

Thailand

EXHIBITING THE VOLUME OF COMMODITY PACKAGES: The Thai Ministry of Economic Affairs has announced, that, with effect from October 19, 1972, certain types of packaged commodities should display their net volume clearly on the outside of the package.

Details of methods of display and a list of commodities affected are available. **CRE ext. 3348/2252**

New Zealand

CUSTOMS TARIFF CHANGES: The New Zealand Government has accepted the Tariff and Development Board recommendations to amend the rates of duty on fittings for loose-leaf binders, etc. and similar stationery goods of base metal (TI 83.05.009) to read as follows:

Tariff no.	Description	BP	MFN	GEN
83.05.009	Other	30% (Canada 40%)	60%	70%

CRE Ref. CRE 830/69. **EDB ext. 401/468/469**

TARIFF AND DEVELOPMENT BOARD REPORT: Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
85.14 85.15	Audio-frequency electric amplifiers High-fidelity tuning units

Ref.: CRE 662/70. **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY REPORT: Copies of the following New Zealand report are available from Commercial Relations and Exports Division:

Tariff no.	Description
40.10.001 40.10.009	Rubber conveyor elevator and transmission belting Other

Ref. CRE 1169/72. **CRE ext. 2321**

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY—EXTRACTS OF HOPS AND HOP OIL (Tariff Items Ex 13.03.021, 13.03.023, Ex 13.03.025, Ex 13.03.029 and Ex 33.01.009): The New Zealand Tariff and Development Board inquiry set down for Tuesday, October 10, 1972 to investigate the nature and extent of the protection considered necessary in respect of the importation of the above goods has been cancelled. Details of this inquiry were published in *Trade and Industry*, July 27, 1972, pages 175-177 inc. A new date for this inquiry will be published in due course. CRE 1162/72. **CRE ext. 2321**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

PROPOSED EXEMPTIONS FROM IMPORT LICENSING: It is proposed to consider the exemption from import licensing of a further list of goods ranging over the whole of the New Zealand tariff. Inquiries from British exporters about this notice indicating the goods in which they are interested and quoting the Brussels nomenclature number, if possible, should be addressed to the Tariff Section of Export Data Branch.

New Zealand manufacturers and producers (or their representatives) of similar goods who consider they may be affected by the exemption of any of these items may make representations seeking a review of the tariff or other means of protection for the goods concerned.

No goods shall become exempt from import licensing until notification to this effect is published in the New Zealand Gazette.

In cases where no valid representations are received the goods concerned will be exempted as soon as practicable. Where valid representations are received the matter will be referred to the Tariff and Development Board for inquiry and report. (The date and procedures for a Tariff inquiry hearing will be published later.) Where complex issues are not involved the matter may be referred to the Emergency Protection Authority instead of to the Board. In all these cases import licensing will be retained until the New Zealand Government has received the report from the Board or the Authority and has made a decision on the nature and extent of any protection. Ref. CRE 28566. **EDB ext. 401/468/469**

CUSTOMS TARIFF INQUIRIES—IMPORT LICENSING—PLASTIC PROFILE SHAPES, ETC., MALT, PAPER AND PAPERBOARD: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules.

This reference has arisen following representations made after the announcement of proposed exemptions from import licensing (see *Trade and Industry* of November 4, 1971, pages 284-5).

Goods	Date of public hearing	Closing date for receipts of representations	Tariff provisions item under reference
Plastic profile shapes	Tuesday, November 28, 1972	Tuesday, November 7, 1972	Schedule A
Malt and malt extract	Thursday, November 30, 1972	Thursday, November 9, 1972	Schedule B
Certain paper and paperboard of Tariff headings 48.01, 48.03, 48.04, 48.05, 48.07 48.15	Monday, December 4, 1972	Tuesday, November 14, 1972	Schedule C
Plastic seamless tubes	Tuesday, December 12, 1972	Tuesday, November 21, 1972	Schedule D

The public inquiries will take place in Wellington at 10.30 a.m. on the dates shown above. Typewritten statements, 14 copies of public evidence and 12 copies of confidential evidence should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner

(continued on next page)

NEW ZEALAND

continued

in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington (telegraphic address 'Transtrade' tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from BTANZ. Reference CRE 1162/72. **CRE ext. 2321**

Number	Description	Rates of duty BP	MFN	GEN
	SCHEDULE A			
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerised, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):			
	Monofil, rods and sticks, profile shapes, seamless tubes:			
	Other kinds:			
	Profile shapes			
39.01.051	Suited for use in building construction, furniture making or for similar purposes	20%	40%	55%
	Other kinds:			
39.01.052	As may be determined by the Minister	25%*	..	25%*
39.01.059	Other	Free	..	Free
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):			
	Profile shapes:			
39.02.051	Suited for use in building construction, furniture making or for similar purposes	20%	40%	55%
	Other kinds:			
39.02.052	As may be determined by the Minister	25%*	..	25%*
39.02.059	Other	Free	..	Free
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters cellulose ethers and other chemical derivatives of cellulose, plasticised or not (for example, collodions, celluloid); vulcanised fibre:			
	Regenerated cellulose, cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, whether plasticised or not (for example, collodions, celluloid):			
	Profile shapes:			
39.03.131	Suited for use in building construction, furniture making or for similar purposes	20%	40%	55%
	Other kinds:			
39.03.132	As may be determined by the Minister	25%*	..	25%*
39.03.139	Other	Free	..	Free
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):			
	Profile shapes:			
39.04.021	Suited for use in building construction, furniture making or for similar purposes	20%	40%	55%
	Other kinds:			
39.04.022	As may be determined by the Minister	25%*	..	25%*
39.04.029	Other	Free	..	Free
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:			
	Profile shapes:			
39.06.041	Suited for use in building construction, furniture making or for similar purposes	20%	40%	55%
	Other kinds:			
39.06.042	As may be determined by the Minister	25%*	..	25%*
39.06.049	Other	Free	Free	Free
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:			
ex 39.07.100	Tubes, rods, sticks, profile shapes and articles of rectangular shape worked beyond the stage of being merely surface-worked viz: profile shapes and articles of rectangular shape worked beyond the stage of being merely surface-worked	32½%	50%	60%
	SCHEDULE B			
11.07.000	Malt, roasted or not per cental	50c	..	85c
19.01.000	Malt extract	25%	40%	45%

SCHEDULE C

To facilitate proceedings the Board will hear evidence on these goods in two stages. Stage 1 will be confined to evidence relating to paper and paperboard of Tariff headings 48.01 (except T.I.s 48.01.421 and 48.01.429) 48.03, 48.04 and 48.05 and Stage 2, which will immediately follow Stage 1, will include the evidence on the tissue paper of T.I.s 48.01.421 and 48.01.429, fruit wrapping tissue paper of T.I.s 48.07.141 and 48.07.149 and paper, cut to size or shape, for use in wrapping fruit of T.I. 48.15.003.

Number	Description	Rates of duty BP	MFN	GEN
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:			
	Printing and writing paper:			
	Other:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.01.101	Rolls	25%	40%	50%
	per cwt. Aul	56c		
48.01.109	Sheets	20%	35%	50%
	per cwt. Aul	56c		
	Other kinds, in rolls or sheets:			
48.01.111	As may be determined by the Minister	20%*	30%*	35%*
	per cwt. Aul	56c*		
48.01.119	Other	Free	10%	12½%
	Kraft paper and paperboard:			
	Weighing less than 183 g/m²:			
48.01.201	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	10%
48.01.209	Other	25%	50%	60%
	per cwt. Aul	56c		
	Weighing not less than 183 g./m.²:			
	Of size not less than 300 sq. in.:			
48.01.211	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
48.01.219	Other	25%	..	25%
	per cwt. Aul	55c		
48.01.229	Of size less than 300 sq. in.	25%	..	55%
	per cwt. Aul	55c		
	Wrapping paper (except kraft paper and tissue paper) weighing less than 183 g./m.²:			
48.01.411	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	10%
48.01.419	Other	25%	50%	60%
	per cwt. Aul	56c		
	Other kinds, weighing less than 183 g./m.²:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.01.431	Rolls	25%	40%	50%
	per cwt. Aul	56c		
48.01.439	Sheets	20%	35%	50%
	per cwt. Aul	56c		
	Other, in rolls or sheets:			
48.01.441	As may be determined by the Minister	20%*	30%*	35%*
	per cwt. Aul	56c*		
48.01.449	Other	Free	10%	12½%
	Other kinds, weighing not less than 183 g./m.²:			
	Of size not less than 300 sq. in.:			
48.01.451	As may be determined by the Minister	25%*	..	25%*
	per cwt. Aul	55c*		
48.01.459	Other	Free	..	Free
48.01.499	Of size less than 300 sq. in.	25%	..	55%
	per cwt. Aul	55c		
48.03	Parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets:			
	Vegetable parchment paper and paperboard:			
48.03.001	Weighing less than 183 g./m.²	Free	Free	Free
48.03.009	Weighing not less than 183 g./m.²	Free	..	Free
	Greaseproof paper and paperboard and imitations thereof;			
	imitation parchment paper and paperboard:			

* Or such lower rate of duty as the Minister may in any case direct.

Number	Description	Rates of duty BP	MFN	GEN
48.03.011	As may be determined by the Minister	27½%*	27½%*	27½%*
	Aul	5½%*		
48.03.019	Other	Free	Free	Free
48.04	Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets:			
	Weighing less thqn 183 g./m.²:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.04.001	Rolls	25%	40%	50%
	per cwt. Aul	56c		
48.04.009	Sheets	20%	35%	50%
	per cwt. Aul	56c		
	Other, in rolls or sheets:			
48.04.011	As may be determined by the Minister	20%*	30%*	35%*
	per cwt. Aul	56c*		
48.04.019	Other	Free	10%	12½%
	Weighing not less than 183 g./m.²:			
	Of size not less than 300 sq. in.:			
48.04.021	As may be determined by the Minister	25%*	..	25%*
	per cwt. Aul	55c*		
48.04.029	Other	Free	..	Free
48.04.099	Of size less than 300 sq. in.	25%	..	55%
	per cwt. Aul	55c		
48.05	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets:			
	Weighing less than 183 g/m²:			
	Creped or crinkled:			
48.05.001	As may be approved by the Minister and under such conditions as he may prescribe	Free	10%	25%
48.05.009	Other	20%	30%	45%
	per cwt. Aul	56c		
	Embossed:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.05.011	Rolls	25%	40%	50%
	per cwt. Aul	56c		
48.05.019	Sheets	20%	35%	50%
	per cwt. Aul	56c		
	Other, in rolls or sheets:			
48.05.021	As may be determined by the Minister	20%*	30%*	35%*
	per cwt. Aul	56c*		
48.05.029	Other	Free	10%	12½%
	Corrugated or perforated:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.05.031	Rolls	25%	40%	50%
	per cwt. Aul	56c		
48.05.039	Sheets	20%	35%	50%
	per cwt. Aul	56c		
	Other, in rolls or sheets:			
48.05.041	As may be determined by the Minister	20%*	30%*	35%*
	per cwt. Aul	56c*		
48.05.049	Other	Free	10%	12½%
	Weighing not less than 183 g./m.²:			
	Corrugated, creped, crinkled or embossed:			
	Of size not less than 300 sq. in.:			
48.05.051	As may be determined by the Minister	25%*	..	25%*
	per cwt. Aul	55c*		
48.05.059	Other	Free	..	Free
48.05.099	Of size less than 300 sq. in.	25%	..	55%
	per cwt. Aul	55c		
	Perforated:			
	Of size not less than 300 sq. in.:			
48.05.101	As may be determined by the Minister	25%*	..	25%*
	per cwt. Aul	55c*		
48.05.109	Other	Free	..	Free
48.05.199	Of size less than 300 sq. in.	25%	..	55%
	per cwt. Aul	55c		
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:			
	Other paper and paperboard:			
	Tissue paper weighing less than 183 g./m.²:			
48.01.421	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	10%
48.01.429	Other	25%	50%	60%
	per cwt. Aul	52c		
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:			
	Other than printing and writing paper:			
	Fruit wrapping tissue paper:			
48.07.141	As may be approved by the Minister and under such conditions as he may prescribe	Free	Free	Free
48.07.149	Other	25%	50%	60%
	Aul	5%		
48.15	Other paper and paperboard, cut to size or shape:			
48.15.003	Paper for use in wrapping fruit	32½%	55%	65%
	Aul	6½%		

SCHEDULE D

Number	Description	Rates of duty BP	MFN	GEN
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerised, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):			
	Monofil, rods and sticks, profile shapes, seamless tubes:			
	Other kinds:			
	Seamless tubes:			
	Flexible:			
39.01.061	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	25%
39.01.062	Other	25% or †	..	50% or †
39.01.069	per 100 ft.	$1.66	..	$1.66 plus 25%
	Non-flexible:			
39.01.071	As may be determined by the Minister	25%*	45%*	50%*
39.01.079	Other	Free	20%	25%
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):			
	Seamless tubes:			
	Flexible:			
39.02.061	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	25%
39.02.068	Other	25% or†	..	50% or†
39.02.069	per 100 ft.	$1.66	..	$1.66 plus 25%
	Non-flexible:			
39.02.071	As may be determined by the Minister	25%*	45%*	50%*
39.02.079	Other	Free	20%	25%
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not (for example, collodions, celluloid); vulcanised fibre:			
	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, whether plasticised or not (for example, collodions, celluloid):			
	Seamless tubes:			
	Flexible:			
39.03.141	As may be determined by the Minister	25%*	..	50%*
39.03.149	Other	Free	..	25%
	Non-flexible:			
39.03.151	As may be determined by the Minister	25%*	45%*	50%*
39.03.159	Other	Free	20%	25%
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):			
	Tubes:			
39.04.031	As may be determined by the Minister	25%*	45%*	50%*
39.04.039	Other	Free	10%	25%
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidised rubber, cyclised rubber):			
	Chemical derivatives of natural rubber:			
	Seamless tubes:			
39.05.041	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	25%
39.05.042	Other	25% or†	..	50% or†
39.05.049	per 100 ft.	$1.66	..	$1.66 plus 25%
39.06	Other high polymers, artificial resins and			

* Or such lower rate of duty as the Minister may in any case direct.

(continued on next page)

NEW ZEALAND
continued

Number	Description	Rates of duty BP	MFN	GEN
	artificial plastic materials, including alginic acid, its salts and esters; linoxyn:			
	Other high polymers artificial resins and artificial plastic materials:			
	Seamless tubes:			
	Flexible:			
39.06.051	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	25%
39.06.052	Other	25% or† per 100 ft. $1.66	..	50% or† $1.66 plus 25%
	Non-flexible:			
39.06.061	As may be determined by the Minister	25%*	45%*	50%*
39.06.069	Other	Free	20%	25%
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:			
ex 39.07.100	Tubes, rods, sticks, profile shapes and articles of rectangular shape worked beyond the stage of being merely surface-worked viz: tubes	32½%	50%	60%

* Or such lower rate of duty as the Minister may in any case direct.
† Where alternative rates are shown the rate chargeable is that which returns the higher duty.

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on August 18, 1972, and include those consequent upon the Tariff Board Inquiry into metal working machine tools and accessories.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1972

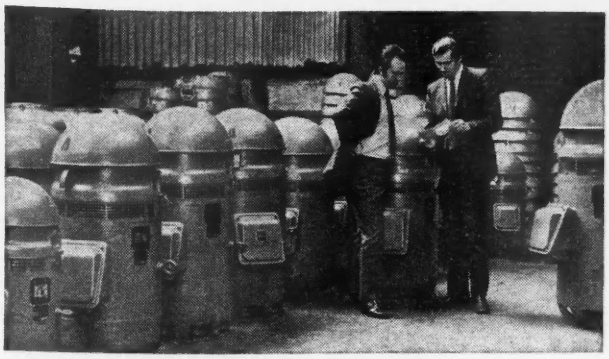
Tariff item	Goods	Rates of duty General	Preferential
	Omit paragraph 39.03.12, insert the following paragraph:		
'39.03.12	— — Moulding compounds of cellulose acetate or cellulose acetate butyrate, not being adhesives	25%	20%'
	Omit sub-item 82.05.2, insert the following sub-item:		
'82.05.2	— Goods, not being wholly or partly of cemented carbides and not being holders for interchangeable tools for machine tools, as follows: (a) boring or drilling bits, woodworking; (b) router bits or router cutters, woodworking; (c) tools and dies for working metals or metal carbides, not being goods falling within sub-item 82.05.1	35%	25%'
	After note 11 to Chapter 84 insert the following note: '12. In item 84.45, "swing over bed" means twice the factual distance from the axis of rotation (centre) to the nearest point on the bed'.		
	Omit sub-items 84.45.1 to 84.45.3 (inclusive)		
	Omit sub-item 84.45.9, insert the following sub-items:		
'84.45.6	— Machines, as follows: (a) drilling machines, as follows— (i) bench or pedestal type, having a drilling capacity in mild steel not exceeding 60 mm in diameter; or (ii) vertical type, with or arranged for use with multiple spindle heads; (b) grinding, honing, lapping or polishing machines, other than— (i) automatic polishing machines; (ii) centreless cylindrical or internal cylindrical grinding machines; (iii) grinding machines of a kind designed solely or principally for preparing or working printing blocks, plates or cylinders; (iv) honing machines of a kind designed to use honing stones; or (v) lapping machines of a kind designed to lap with soft metal charged with abrasives or with stone laps; (c) lathes, as follows— (i) brake drum or disc brake type, of a kind designed for repair or reconditioning; (ii) general purpose, of the sliding, surfacing and screw cutting (or chasing) type or capstan type, having a swing over bed not exceeding 650 mm, not being automatic lathes; or (iii) spinning type, having a swing over bed not exceeding 1,100 mm; (d) reboring machines of a kind designed for the repair or reconditioning of internal combustion engines and parts for such engines; (e) sawing or filing machines, as follows— (i) abrasive cutting-off machines with diameter of cutting wheel not exceeding 650 mm; (ii) band sawing machines; (iii) circular sawing machines not being abrasive cutting machines; (iv) filing machines; or (v) hacksawing machines, single blade; (f) screwing or chasing (external cut) machines, of the radial die type, not exceeding 100 mm capacity in mild steel; (g) screwing or chasing (external cut) machines, of the tangential die type, not exceeding 200 mm capacity in mild steel; or (h) tapping machines, not exceeding 12.5 mm diameter capacity in mild steel	35%	25%
84.45.7	— Milling machines, not being— (a) general purpose toolroom machines, not usable with tables exceeding 1,016 mm in length or with tables exceeding 381 mm in width; or (b) pantograph type machines, with work capacity not exceeding 407 mm in length or 204 mm in width	Free	Free
84.45.9	— Other	7½%	Free
	Omit sub-item 84.48.1, insert the following sub-item:		
'84.48.1	— Accessories and parts of a kind used solely or principally with machines of a kind falling within item 84.45; tool holders of a kind ordinarily used for holding metal-working tools:		
84.48.11	— — Goods, as follows: (a) chucks; (b) copying attachments for lathes; (c) dividing heads with spiral cutting devices; (d) indexing tables; (e) lathe tool holders; (f) parts forming part of the contour of the machine or being an internal part of the machine, being parts specially designed for use with machines of a kind to which item 84.45.applies and in respect of which duty not exceeding 7½% of the value of the goods is payable; or (g) vices, other than cast iron vices	7½%	Free
84.48.19	— — Other	35%	25%'
	After sub-item 85.01.4 insert the following sub-item:		
'85.01.5	— Powered heads, suitable for use in connection with the performance of drilling, milling, boring, reaming, tapping or other rotary cutting functions in metal, whether or not falling within another sub-item in this item	35%	25%'
	After sub-item 97.06.2 insert the following sub-item:		
'97.06.3	— Swimming pools	40%	30%

EDB ext. 401/468/469

RESULT OF DUMPING—TARIFF BOARD INQUIRY ON PHTHALIC ANHYDRIDE: A notice was published in *Trade and Industry*, October 21, 1971, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on phthalic anhydride (tariff item 29.15.100). The inquiry has been completed and, as a result, dumping has been confirmed and dumping duties imposed retrospectively from October 10, 1971. Ref. CRE 1800/71. **CRE ext. 2318/2319**

Panama

IMPORT RESTRICTIONS ON SHOES: The Panamanian government recently imposed import licensing restrictions on shoes of all kinds. A quota will be established to allow imports of one pair of shoes for every ten pairs of nationally produced shoes. Passengers entering Panama may import only three pairs of new shoes. **EDB ext. 474/476/7312.**



Newman Electric Motors Ltd. of Yate, Bristol, are supplying special vertical hollow-shaft pump motors to drive deep-well pumps made by the Czechoslovakian state-owned manufacturers Sigma-Lutin. They will be used at a hydro-electric power station at Ilha Solteira in Brazil. A representative of Sigma-Lutin, Ing. J. Skacel, visited the Newman factory recently to inspect the consignment and to discuss further contracts for South America and elsewhere. This latest consignment of 17 motors, ranging from 40 to 250 hp, is being despatched direct to Brazil for fitting on site to the Czechoslovakian pumps.

Chile

LEGALISATION OF SHIPPING DOCUMENTS: The recently published Chilean Law 17692 has rescinded Decree No. 6 of 1967 which determined that Chilean Consuls should charge fees on Bills of Lading at ports of shipment. The Chilean Customs therefore have ceased to impose fines on documents which had not been 'legalised' by the Consuls (see the notice published on August 24, 1972). **EDB ext. 474/476/7312**

Mexico

IMPORT DUTY AND LICENSING CONCESSIONS: A Resolution published in the *Diario Oficial* of August 14, 1972, gives details of concessions available to Mexican industrialists who import directly equipment and accessories for the purpose of preventing, controlling and reducing atmospheric pollution caused by the emission of smoke and dust.

A subsidy equal to 100 per cent of the total specific and *ad valorem* import duties will be granted and, if equipment and accessories of an adequate quality, price and delivery are not produced in the country, import licences will be freely issued.

Copies of the official text, in Spanish, and unofficial English translation are available. **EDB ext. 474/476/7312**

Uruguay

TARIFF AMENDMENTS: The following changes have recently been made to the Uruguayan Customs tariff:

Tariff no.	Description	Unit	Valuation pesos.	Duty cif
29.04.A.03	Liquid odiferous substances	K	182.52	110%
29.04.A.04	Solid odiferous substances	K	324.48	110%
32.09.E.99	Other stamping foils	KG	10.40	110%
40.06.A.01	Solutions	KG	20.28	84%
40.06.A.99	Other		*adval*	110%
87.02.B.10	Buses with shell or monoblock type chassis			
87.02.B.11	Weighing up to 8,500 kg.	K	1300.00	53%
87.02.B.19	Other	K	2700.00	53%
87.02.B.99	Other		*ad val*	53%

EDB ext. 474/476/7312

PRIOR DEPOSITS—EXEMPTIONS: Central Bank Circular 397 amends Circular 344 which dealt with exemptions from Prior Deposits. (See *Trade and Industry* of February 3.) The main effects of the new Circular are as follows:

(*continued on next page*)

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URUGUAY
continued

Private Sector:
Surchargeable goods shall be exempted from prior deposit provided that the values of the import declaration per importer do not exceed during the period January 1, 1972 to September 30, 1972, 174 per cent of the percentages exempted from prior deposit for the period July 1, 1971 to December 31, 1971.
Goods originating from a LAFTA member or exempt from duties, surcharges, consular fees and all other import taxes or charges up to July 21, 1971, shall be exempted from prior deposit provided that the values of import declarations per importer do not exceed during the period January 1, 1972, to September 30, 1972, 75 per cent of the percentages exempted from prior deposit during the year 1970.
A new Circular is to be issued dealing with prior deposit exemptions for capital goods. **EDB ext. 474/476/7312**

Bolivia

SPECIAL CONCESSIONS FOR ARMAMENTS AND MATERIAL OF WAR: Supreme Decree No. 10142 frees from the payment of customs duties and all national and municipal taxes, imports of all armaments, materials of war, vehicles, engines, spares and equipment for the air, land and naval forces of Bolivia, provided that none of the equipment is manufactured locally and the equipment is for the exclusive use of the Armed Forces.

British exporters interested in this notice should address any inquiries to: Tariff Section of Export Data Branch.
EDB ext. 474/476/7312

SPECIAL CONCESSIONS FOR BOLIVIAN CIGARETTE MANUFACTURERS: Bolivian Supreme Decree No. 10223 allows imports of the products listed below, made directly by cigarette manufacturing enterprises, to enter Bolivia on payment of the additional tax only at a rate of 1 per cent. The products also will be exempt from the surcharge (Decree No. 08004) and the development of the North-East tax (Decree No. 08400). This decree is a temporary measure only.

Tariff no.	Description
24.02.2.01	Light or 'Virginia' tobacco for making cigarettes
39.03.3.01	'Cellophane' with a thickness of 5 mm or less, in bobbins, whether or not printed, for industrial uses imported by the relevant industrial enterprises
48.01.2.02	White paper for printing and wrapping cigarettes
48.01.7.02	Sulphite paper, with mechanical paste for packing
48.07.1.01	Chrome paper for wrapping cigarettes
48.10.1	Smoking papers with a width of 2-5 cm and in bobbins for making cigarettes mechanically
59.01.1.02	Small rolls of wadding for making filter cigarettes
76.04.4	Aluminium paper for making cigarettes, imported by the relevant industrial enterprises

Inquiries from British exporters about this notice should be addressed to: Tariff Section of Export Data Branch.
EDB ext. 474/476/7312

Jamaica

IMPORT LICENSING: The list of exceptions to the Jamaican Open General Licence has been amended by the addition of the following electrical assessories:

Chokes, ballasts and ballast transformers and the undermentioned parts thereof:

(a) metal cans and cases
(b) wound core and coil assemblies and sub assemblies
(c) wound bars and formers in single or multiple coils
(d) laminations and assembled laminated cores.

Licences are required for all these items.
EDB ext. 7312/474/476

INDUSTRIAL INCENTIVES LAW, 1956: The Jamaican Minister of Industry and Tourism is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956:

Small metal casings:

(a) Irrigation pipe couplings
(b) Gas stove castings
(c) Cast metal plaques, signs and name plates
(d) Boat castings
(e) Ornamental castings
(f) Sole plates for electric irons and other ancillary parts for appliances
(g) Door, gate, louvre and window locks and handles
(h) Cast dies, tools, cores and core boxes
(i) Glass and plastic moulds and parts for bottle making equipment
(j) Castings for water treatment equipment
(k) Irrigation couplings and fittings
(l) Valves and fittings for gasolene and oil tanks
(m) Castings for automotive parts
(n) Window winders, pulleys, knobs and handles.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 2627**

EXPORT INDUSTRY ENCOURAGEMENT LAW, 1956: The following products have been declared 'approved products' for the purposes of the Export Industry Encouragement Law, 1956:

Semi-finished drugs for pharmaceutical and veterinary use

A notice that consideration was being given to designate these products appeared in *Trade and Industry* dated July 20, 1972, page 104. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 2627**

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Oils, fats and oilseeds. Regulation (CEE) No. 1867/72 fixes the production refund on olive oil used in the manufacture of certain fish and vegetable preserves. (*Journal Officiel* No. L199, August 31, 1972)

Cereals. Regulation (CEE) No. 1898/72 relates to a derogation from Regulation (CEE) No. 1492/71 in so far as it concerns the quality of cereals of the 1972 crop accepted for intervention. (*Journal Officiel* No. L201, September 2, 1972)

Regulation (CEE) No. 1899/72 relates to special provisions concerning the denaturation of soft wheat of the 1972 crop. (*Journal Officiel* No. L201, September 2, 1972)

Decision 72/316/CEE relates to the supplementary drying and the transport of certain cereals taken over by the German intervention agency during the 1972-73 marketing year. (*Journal Officiel* No. L201, September 2, 1972)

COMMON COMMERCIAL POLICY: The *Journal Officiel des Communautés Européennes* No. L201 dated September 2, 1972, contains (1) The text of Decision 72/310/CEE relating to the conclusion of an agreement in the form of an exchange of letters renewing the trade agreement and technical co-operation between the EEC and Member States and the Lebanon. (2) Information relating to the signing of the agreement referred to above.

The French text may be seen on application.

The *Journal Officiel des Communautés Européennes* No. L197 dated August 28, 1972, contains the text of Decision 72/309/CEE relating to the publication of the current version of Annex I to Regulation (CEE) No. 1025/70 establishing a common system applicable to imports from third countries.

The French text may be seen on application.

TEMPORARY SUSPENSION OF IMPORT DUTIES—CORRECTION: *Trade and Industry* dated August 17, 1972, contained a notice about Regulation (CEE) No. 1650/72 partially or totally suspending the common tariff on certain items for varying periods. The rate of duty to be applied to items falling under Table II covers the period July 1, 1972 to June 30, 1973, *not*, as was printed in error, July 1972 to December 31, 1972.

EDB ext. 7174/408

'Britain and the EEC'

—New edition of businessmen's guide

A NEW revised edition of 'Britain and the EEC'—a series of articles for businessmen reprinted from *Trade and Industry*—has been published by the Department of Trade and Industry. Texts have been updated, where necessary, and there are five additional articles. These include an explanation of the transitional arrangements for industrial tariffs, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the Community's secondary legislation. A guide to the treaties and secondary legislation published by HMSO is also included and there is an expanded reading list.

'Britain and the EEC' is a continuing series and further articles, as well as other essential information on EEC matters, will appear in future issues of *Trade and Industry*.

The complete list of titles in the new edition is as follows:

The Treaty of Rome: an outline of its principal provisions.
The European Coal, Steel and Atomic Energy Communities.
Information and advice on the EEC available from the Department of Trade and Industry.
The EEC/EFTA Information Unit.
Selling to the Common Market.
Transitional arrangements for industrial tariffs on joining the EEC.
Common commercial policy of the EEC.
Industrial policy and the Community.
Technology and the Community.
Fair competition in the Community.
The EEC and the free movement of labour.
Common Market transport policy.
The scope and form of Community law.
The Secondary Legislation of the European Community.
The European Community: a reading list.
Treaties and Secondary Legislation: HMSO publications.

Copies of the new edition and of individual articles can be obtained, free of charge, from: EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877.

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Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Dame Elizabeth Ackroyd to be chairman of the South Eastern Electricity Consultative Council in succession to Alderman R. J. Davie, who will retire at the expiry of his present appointment on September 30, 1972. This appointment carries with it ex-officio part-time membership of the South Eastern Electricity Board.

Mr. A. O. Johnson, and Mr. G. H. Byrom, to be members of the South Western and East Midlands Electricity Boards respectively. Professor J. A. C. Brown, recently relinquished his part-time membership of the South Western Electricity Board on removing from the area to take up an appointment at Oxford University.

Dr. C. J. Bell, of Byers Green, Co. Durham, to be a part-time member of the North Eastern Electricity Board with effect from October 1, 1972. Dr. Bell will succeed Professor S. R. Dennison, who has resigned with effect from September 30, 1972, on taking up an appointment at the University of Hull.

Northern Industrial Development Board appointed

MR. Christopher Chataway, Minister for Industrial Development, announced on September 5 that he has appointed the following as members of the Northern Regional Industrial Development Board.

Mr. G. Arnold	Divisional organiser, Amalgamated Union of Engineering Workers, Newcastle upon Tyne
Mr. George Chetwynd	Sedgefield, Teesside, Board member British Steel Corporation, Board member BOAC
Mr. R. A. Cookson	Chairman, Associated Lead Manufacturers Ltd., Newcastle upon Tyne
Hon. J. D. Eccles	Managing director, Head Wrightson and Co. Ltd., Yarm, Stockton-on-Tees
Dr. D. A. A. Fagandini	Divisional managing director, Albright and Wilson Ltd., Marchon Division, Whitehaven, Cumberland
Mr. J. H. Harvey-Jones	Chairman, Petrochemical Division, Imperial Chemicals Industries, Billingham, Teesside
Mr. J. R. Mackay	Retired recently as director of Swan Hunter Group; previously a partner in Peat, Marwick, Mitchell and Co.
Mr. J. D. Younie	Managing director and chairman, 'K' Shoes Ltd., Kendal, Westmorland.

The appointment of Mr. J. B. Woodeson as Chairman of the Board was announced on August 9. All the appointments are part-time and unpaid.

The Industrial Development Boards in Scotland, Wales and in the Northern, North West, Yorkshire and Humberside and South West regions of England will advise the strengthened regional offices of the Department to assess the problems of industry in the region and promote industrial development.

The Government White Paper 'Industrial and Regional Development' (Cmnd. 4942) published on March 22 said that regional industrial development boards would be set up in the assisted areas to 'advise generally on regional industrial opportunities and in due course on applications for selective financial assistance for the development of industry in their regions'.

The Industry Act completes the legislation necessary to give effect to the policy outlined in the White Paper and signals the start of a new phase of the attack on the problems of the older industrial areas and particularly those with a high level of unemployment.

Trade Descriptions Act 1972

THE Secretary of State for Trade and Industry intends to make an order under Section 1(5) of the Trade Descriptions Act 1972, directing that the provisions of Section 1(2) of the Act shall not apply to prepacked foodstuffs supplied by retail for a period of six months from December 29, 1972. This is to enable retailers to take delivery of goods before December 29, 1972 for sale in the first half of 1973, without risk of breaking the law or disruption of supplies to consumers.

This decision is without prejudice to any subsequent decisions the Secretary of State may make as a result of representations at present before him relating to specific foodstuffs. For some of them it may be decided to give wider relaxations (eg for any method of supply) or relaxation for a longer period.

Notes

The Trade Descriptions Act 1972, which comes into force on December 29, 1972, makes it an offence for any person, in the course of a trade or business, to supply or offer to supply goods manufactured or produced outside the United Kingdom, to which has been applied a United Kingdom name or mark (or anything likely to be taken for a United Kingdom name or mark) unless the name or mark is accompanied by a conspicuous indication of the country of origin. Suppliers of canned (and other prepacked) food face special problems because large numbers of cans and other packs, produced and labelled before the Act was passed, will not have reached the shops and been sold by December 29. The suppliers also need time to deal with the question of blends and mixtures—ie goods originating in more than one country.

The Secretary of State has power under the Act to give directions for excluding or relaxing the marking requirements in relation to goods of any description, if he is satisfied that to do so would not materially impair the interests of people in the United Kingdom to whom those goods may be supplied. Such exclusion or relaxation may be confined to a particular type of supply (eg retail) and may be given for a limited time or indefinitely and may be withdrawn or varied.

The new Act is to be read with the Trade Descriptions Act 1968 and enforcement will be carried out by local weights and measures authorities.

For the purposes of the trade descriptions legislation, the country of origin is the country in which the goods last underwent a treatment or process resulting in a substantial change.

A name or mark is applied to goods if it is affixed or annexed to or marked on the goods themselves, or anything in, on or with which the goods are placed.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them, it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Imperial Tobacco Group Limited and Courage Limited.

The metric change

Going Metric is the quarterly bulletin of the Metrication Board As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Officer J, Metrication Board, 22 Kingsway, London WC2B 6LE.

Minister's statement on progress against pollution of the sea

MR. Michael Heseltine, Minister for Aerospace, who has responsibility for marine affairs said on September 7 that important new steps towards the prevention of oil pollution are expected to be taken next year at an international conference on marine pollution convened by the Intergovernmental Maritime Consultative Organisation.

Speaking at a press conference in London Mr. Heseltine said:

'This Conference, which has as its primary objective the complete elimination, by the end of the decade at the latest, of deliberate pollution of the sea by oil and other noxious substances discharged from ships and the minimisation of accidental discharges, will be held in London and we shall play a prominent part in it as we do in all IMCO activities. It is probable that the Conference will produce a comprehensive International Convention placing severe restrictions on the deliberate discharge of oil and other noxious substances into the sea and prescribing constructional standards for ships with a view to preventing accidental discharges.'

Urgent review of measures

Mr. Heseltine said that he had ordered an urgent review of oil pollution prevention measures to see if there were steps which the United Kingdom itself could take to improve the situation.

'With a large proportion of the world's shipping passing our coasts we are particularly vulnerable to pollution, despite the fact that under the International Convention for the Prevention of Pollution of the Sea by Oil 1954 the deliberate discharge of oil or oily mixture into very wide areas of the sea round our coast is prohibited. The problem is an international one to which solutions must be found on an international basis and we are playing a full part in all the work which is going on to this end.

'I have put in hand an urgent review of our policies to ensure that the UK will be in a position to play a full part in next year's conference. The review will include consideration of how far the UK should go, in the light of the economic penalties involved, in reducing still further pollution of the sea from ships. In particular we shall be looking at what shore facilities may be needed for the reception of oily water from tankers and our powers to require these to be provided and the extent to which we can reduce the nuisance of rubbish thrown overboard from passenger ships.

'On this subject I have been glad to receive assurances from cross-Channel ferry operators that they are taking steps towards eliminating the throwing overboard of waste and to note only this week a public statement to the same effect by Swedish Lloyd.'

Settlement of claim against 'Pacific Glory'

Mr. Heseltine announced that a settlement had been reached in the claim against the tanker *Pacific Glory*.

'Under the auspices of TOVALOP (Tanker Owners' Voluntary Agreement concerning Liability for Oil Pollution) we have recently negotiated a settlement of the Government claim for the costs of clearing up the pollution caused by the oil from the *Pacific Glory* (which was in collision off the Isle of Wight in October 1970) in the sum of £330,000. Although this was somewhat less than the total cost to the Government of dealing with this incident, we have accepted that in the particular circumstances of this case it was reasonable for the Government to bear some of its costs—particularly those of precautions taken to deal with the possibility of further major pollution after the *Pacific Glory* was refloated (which did not in the event occur)—and we regard this settlement as fair to both sides. This does not, however, affect our overall view that in principle none of the cost of clearing up oil pollution caused by maritime accidents should ultimately remain to be borne by the taxpayer and my officials have instructions to seek 100 per cent reimbursement (whether under TOVALOP or in other ways) in all cases of this kind. Of course we recognise the duty of insurers to look after the interests of their clients and we are prepared to co-operate in any reasonable procedure for examining claims to ensure that costs were properly incurred. Having established that point, however, we shall expect claims to be met in full.'

Describing the work of the Department of Trade and Industry in dealing with oil around the coast the Minister said:

'We have set up an organisation for dispersing oil at sea, using hired vessels and specially designed equipment for spraying the oil with dispersant. The organisation has dealt successfully with a number of small to medium incidents and we are now studying new equipment which, if successfully developed, should enable us both to deal with larger spillages and to remove the oil from the marine environment instead of dispersing it. An essential ingredient of the organisation is an efficient reporting system. We have made domestic arrangements whereby our ships and aircraft report oil pollution incidents through HM Coastguard and the Ministry of Defence Communications System and which enable all concerned with tackling the oil, whether at sea or ashore, to be alerted.'

International Agreement

Dealing with the problem of the North Sea and the English Channel, Mr. Heseltine referred to the Agreement for Co-operation with the countries bordering those seas.

'This allocates to the coastal states zones of the North Sea within which they keep major spillages of oil under observation and inform other contracting countries about their movements; it also requires contracting countries to do their best to provide help, on request, to a country whose coasts are threatened by the oil. Because of special problems in the Strait of Dover and the English Channel these two areas were made the subject of special "technical arrangements" to be agreed between the UK, Belgium and France and the UK and France respectively. I was glad to be able to announce in the House on August 9 that these technical arrangements had been concluded by signature of the appropriate documents on July 28; they came into force on August 15. They provide for exchange of information about major oil slicks and casualties which seriously threaten coastal pollution, for the threatened country to carry out surveillance either alone or in co-operation with one or both of the others; and for discussion of the need for surveillance when none of the contracting countries considers its coasts threatened. Completion of these arrangements means that we now have an "early warning system" covering the whole of the North Sea and English Channel.'

Prosecution of offenders

The Minister said that enforcement of the ban against deliberate polluters was a big problem:

'Because the activities of ships cannot be kept under constant surveillance it is regrettably easy for those which discharge oil illegally to escape detection and punishment for the offence. The nature of the law covering offences outside our territorial waters, based as it is on the 1954 Convention and the need to prove that a discharge contains more than a given proportion of oil, also makes enforcement difficult. Nevertheless we prosecute whenever the evidence against a ship seems good enough to persuade a court to convict. We also carry out some 2,500 inspections a year of ships calling at our ports with a view to detecting possible breaches of the law. We expect that detection and enforcement will be facilitated by the 1969 amendments to the Convention and by the new Convention expected to emerge from next year's International Conference.'

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

Mr. Heseltine repudiates criticism of British policy on anti-hi-jacking measures

MR. Michael Heseltine, Minister for Aerospace, on September 8 described reports suggesting that the British Government had been dragging its feet on anti-hi-jacking measures as absolutely inaccurate and grossly unfair to the constructive line which the Government was taking at the present ICAO legal meeting in Washington.

Addressing the final plenary session of the Commonwealth Air Transport Council's eighth meeting in London Mr. Heseltine said:

'You will know that over the last few days there have been a number of press reports suggesting that HM Government has been dragging its feet at the present ICAO meeting in Washington which is considering the problem of joint enforcement action to deal with hi-jacking. These reports are absolutely inaccurate and grossly unfair to the constructive line which HM Government has consistently pursued in all matters affecting aviation security, and which our delegation is following at this meeting.

'My position is as follows:

1. I believe that international action against hi-jacking can only be effective if it is supported by the largest number of states. We are urging other countries to become parties to the Hague and Montreal conventions, both of which we fully accept.
2. The United Kingdom has at this ICAO meeting put forward proposals for a fact-finding body as the basis for determining action to be taken against defaulting states.
3. The United Kingdom is ready to participate fully in effective action in which the international community is prepared to join to deal with this menace.

'I welcome this opportunity to re-state our resolve. I am not prepared to speculate on how and why these inaccurate reports arose, but there must be no doubt of the Government's determination to work to achieve the wide international agreement which is essential to deal effectively with violence against civil aviation.'

Commonwealth Air Transport Council

The eighth meeting of the Commonwealth Air Transport Council, which opened at the Royal Commonwealth Society, London on August 29, ended on September 8.

The meeting provided a valuable opportunity for delegates to assess collectively the many advances made within the field of civil aviation since the Council's previous meeting three years ago, and to consider future developments within the air transport industry. During their 10-day meeting delegates from over 30 Commonwealth countries and dependent territories have discussed 34 papers presented to the Meeting on a wide range of aviation topics. These ranged from papers describing the progress made on the Concorde programme, and on the development of new aircraft types, eg QTOL, STOL and VTOL, to papers stressing the importance of continuing study, research and development further to enhance aviation safety, on aircraft accident investigation, air traffic control and satellite communication. Delegates also exchanged experiences on the methods of planning major airport developments.

Members expressed a particular interest in all aspects of civil aviation training. Recognising that the continued development of civil air transport within their countries would become increasingly dependent upon the availability of suitably trained people to work in all fields of civil aviation, delegates discussed the importance of adequate training facilities and of the establishment of common standards of training. Recognising also the advantages of working together through the medium of a common language, delegates agreed to pursue further their desire for the establishment of improved training facilities within the framework of the Commonwealth Air Transport Council.

Bangladesh, the newest member of the Commonwealth Air Transport Council, also participated in the Meeting.

Lord Limerick hosts UN Timber Committee Course reception

REPRESENTATIVES from 18 countries including the United Kingdom are attending a course and study tour on the uses of plywood and blockboard being organised by the Department of Trade and Industry on behalf of the United Nations Timber Committee.

The course is being held at the Imperial College of Science and Technology, London, from September 11-15 followed by a study tour from September 17-20. This is the first time that one of the UN Timber Committee's courses has been held in the UK.

Lord Limerick, Parliamentary Under-Secretary of State for Trade, and the Countess of Limerick will be hosts at a Government reception for the participants. The programme will include lectures on the various uses of plywood and blockboard and a series of visits in the London area during the course to examine practical applications. The study tour the following week will extend this examination to various parts of the country.

The countries represented at the event are: Canada, Czechoslovakia, Federal Republic of Germany, Finland, France, Malaysia, Netherlands, Norway, Poland, Romania, Spain, Sweden, Turkey, Uganda, United Kingdom, USSR, United States of America, Yugoslavia.

Rank Precision Industries have exported £1 million of optical, analytical and measuring equipment to East European countries in the past nine months. Latest sales include two Polyvac E.1000 spectrometers, one to Poland and one to Czechoslovakia. They are fully computerised installations which automatically monitor the quality of steel and other materials during production. Picture shows the first production model which has been working around the clock six days a week in the Dusseldorf laboratories of Gebr. Bohler since last October. It keeps a constant check on their weekly production of around 8,000 tons comprising 800 high alloy steels. Information is telexed automatically to the furnaces so that adjustments can be made immediately during production runs.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

References to Monopolies Commission

MR. John Davies, Secretary of State for Trade and Industry, asked the Monopolies Commission on September 4 to investigate and report on the supply of the following:

i plasterboard
ii contraceptive sheaths
iii cross-Channel car ferry services.

Copies of the references are reproduced below. Any person or organisation wishing to offer evidence in relation to these matters should write to the Secretary, Monopolies Commission, New Court, 48 Carey Street, London WC2A 2JT.

Notes

Mr. Michael Noble, Minister for Trade, announced in the House of Commons on August 8, 1972 the Government's decision to make these references.

The Department is empowered to make references to the Commission in any case where it appears to it that monopoly conditions prevail. Such conditions are defined in the legislation as prevailing in various circumstances, for example, in the case of plasterboard and contraceptive sheaths, where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by one company or group, or in the case of cross-Channel car ferry services, where several companies or other persons who together supply one-third or more of services of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the services in question. The decision to make a reference to the Monopolies Commission does not in any way prejudge the question whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already has before it the following monopoly references:

asbestos and certain asbestos products
wire and fibre ropes
breakfast cereals
machinery for the manufacture of footwear
chlordiazepoxide and diazepam
primary batteries.

In addition the Commission have before them the general reference on parallel pricing.

THE MONOPOLIES AND MERGERS ACTS 1948 & 1965 REFERENCE TO THE MONOPOLIES COMMISSION PLASTERBOARD

Whereas it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965, applies prevail as respects the supply of plasterboard.

Now, therefore, the Secretary of State in exercise of his powers under Section 2(1) of the said Act of 1948, as so amended, hereby refers to the Monopolies Commission for investigation and report the supply of plasterboard within the United Kingdom.

The Commission shall as respects such supply investigate and report—

(*a*) whether the conditions to which the said Act, as amended, applies in fact prevail and, if so, in what manner and to what extent;
(*b*) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
(*c*) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

THE MONOPOLIES AND MERGERS ACTS 1948 & 1965 REFERENCE TO THE MONOPOLIES COMMISSION CONTRACEPTIVE SHEATHS

Whereas it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965, applies prevail as respects the supply of contraceptive sheaths.

Now, therefore, the Secretary of State in exercise of his powers under Section 2(1) of the said Act of 1948, as so amended, hereby refers to the Monopolies Commission for investigation and report the supply within the United Kingdom of contraceptive sheaths.

The Commission shall as respects such supply investigate and report—

(*a*) whether the conditions to which the said Act, as amended, applies in fact prevail and, if so, in what manner and to what extent;
(*b*) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
(*c*) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

THE MONOPOLIES AND MERGERS ACTS 1948 & 1965 REFERENCE TO THE MONOPOLIES COMMISSION CROSS-CHANNEL CAR FERRY SERVICES

Whereas it appears to the Secretary of State for Trade and Industry that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Monopolies and Mergers Act 1965, applies prevail or may prevail in respect of the supply of cross-Channel car ferry services:

Now, therefore, the Secretary of State in pursuance of Section 2(1) of the said Act of 1948 as amended by Section 2 of the said Act of 1965, hereby refers to the Monopolies Commission for investigation and report the supply in the United Kingdom of such services.

The Commission shall as respects such supply investigate and report—

(i) whether the conditions to which the said Act, as so amended, applies in fact prevail, and, if so, in what manner and to what extent;
(ii) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
(iii) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

For the purposes of this reference account shall be taken only of services supplied by operators of ships or hovercraft by means of a ship or hovercraft which they operate; and any service supplied by a body corporate incorporated in the United Kingdom shall be treated as supplied in the United Kingdom and any service supplied by a body corporate incorporated in a place outside the United Kingdom shall be treated as supplied at the place of its incorporation (whether or not the service would otherwise be regarded as supplied in the United Kingdom).

In this reference 'cross-Channel car ferry services' means the service of conveying road vehicles, other than goods vehicles, coaches or buses, between ports in the United Kingdom which are not north of Felixstowe nor west of Southampton and ports in the Netherlands or Belgium or on the northern coast of France not further west than Cherbourg, under arrangements which also involve the carriage of persons.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

Mr. Chataway announces further aid for Cammell Laird

THE Government is to provide up to £14 million under Section 7 of the Industry Act 1972 to Cammell Laird and Co. (Shipbuilders and Engineers) Ltd. to enable the company to strengthen its position and to carry through its modernisation programme. This is in addition to the sums previously announced.

In a statement issued in London on September 4, Mr. Christopher Chataway, Minister for Industrial Development, said: 'I announced on April 25 that the Government was prepared in principle to provide finance for a substantial programme of modernisation at Cammell Laird & Co. (Shipbuilders & Engineers) Ltd. but considered that the programme must be examined in the context of the general review of the shipbuilding industry being carried out by the Industrial Development Executive. In the meanwhile a further £3 million would be made available to the company, in addition to the £3 million provided in November 1971.

'The general review is making good progress and is expected to be completed later this year. It has been possible for the consultants to give priority consideration to Cammell Laird (S & E) and they have reached conclusions on the proposed modernisation programme and the firm's future prospects which are sufficiently favourable to enable decisions to be taken on the next step.

'The Government has accordingly agreed to provide under Section 7 of the Industry Act 1972 up to £14 million in addition to the sums previously announced, to enable the company to strengthen its position and to carry through its modernisation programme. The form in which this money may in due course be injected is being further discussed with the parties concerned.

'The successful implementation of this programme must depend in large measure on good industrial relations. The Government has been glad to note the improvement in this field which has already taken place within the company and attaches importance to the maintenance of this improvement.'

Engineering company occupy Teesside terrace unit

TEESSIDE Industrial and Materials Evaluation Ltd. are to occupy a 2,850 sq. ft. terrace unit built by the English Industrial Estates Corporation on the Teesside Industrial Estate, Thornaby.

The company will use the premises for general engineering, welding, metallography, X-ray examination and non-destructive testing. When full production is reached the company expect to employ in the factory a work force of 12, most of them men.

Engineers to occupy Camborne factory

VERMILLION Engineers Ltd. are to occupy a 10,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Pool Industrial Estate, Carn Brea, Camborne. They will manufacture vehicle components and expect to employ about 75 people.

VAT—notices on imports, exports and retail export schemes

THREE booklets are now available from HM Customs and Excise explaining VAT procedures on imports, exports and retail export schemes. The booklets are:

VAT NOTICE NO. 702—IMPORTS
This Notice deals with VAT on imported goods and the procedure to be followed when entering chargeable goods for Customs purposes. It explains the method by which taxable persons do not actually pay tax at importation or on removal of goods from bonded warehouse but must account for the amount due in their VAT returns. The Notice also describes the kinds of relief from VAT for which imported goods may be eligible, for example on temporary importation, and the facilities for deposit of chargeable goods in bonded warehouse.

VAT NOTICE NO. 703—EXPORTS
This Notice deals with the zero-rating of supplies of goods for export or shipment as stores. It explains who may zero-rate export transactions and what documentary evidence is required to prove exportation. The special procedures applying to postal exports are described.

VAT NOTICE NO. 704—RETAIL EXPORT SCHEMES
This Notice deals with the Personal Export and Over-the-Counter schemes which will be similar to those now operating for purchase tax.
The Personal Export Scheme covers goods sent direct to a ship or aircraft to the order of an entitled customer. The Over-the-Counter Scheme enables overseas visitors to take possession of goods at the time of purchase on the understanding that they will produce them to Customs when they take them abroad in their luggage.
The Notice does not cover sales of motor vehicles for export; a separate Notice about these will be issued.

Copies can be obtained from any Customs and Excise VAT Office or by completing the reply-paid card enclosed in the VAT information pack.

VAT—Construction industry

A booklet dealing with the application of VAT to the construction industry (Notice No. 708: Construction industry) is also available from Customs and Excise.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Burway Securities Ltd., Pearl Assurance House, High Street, Woking, Surrey.
Dalton Barton (Scotland) Ltd., 147 Buchanan Street, Glasgow G1 2JA.
Friardale Securities Ltd., 7 High Street, Rayleigh, Essex.
London & European Finance & Investment Company Ltd., 82 King William Street, London EC4N 7DQ.
M & G Investment Management Ltd., Lee House, London Wall, London EC2Y 5AQ.
Mapledale Securities Ltd., Gainsford House, 115 Station Road, West Wickham, BR4 0PX.
Ian Potter & Co. (Kenneth Douglas Ayles), Roman House, Wood Street, London EC2Y 5JP.

Deletions

Stock Market Analysts (Neville John Edgar Young), 58A High Street, Esher, Surrey.
Western American Bank (Europe) Ltd., 18 Finsbury Circus, London EC2M 7BR.

Change of address

Smith & Williamson Securities, 33 Welbeck Street, London W1M 8BR.

King & Co
Chartered Surveyors
1 Snow Hill
London EC1A 2DL
01-236 3000 Telex 885485
Also at Manchester & Leeds
Industrial and commercial property plant & machinery valuers

Change of name

Goulston Finance Corporation Ltd., has changed its name to Cannon Street Acceptances Ltd.

Exempted dealers

Additions

Dalton Barton and Company Ltd., Hyde Park House, 60 Knightsbridge, London SW1X 7JZ.

Western American Bank (Europe) Ltd., 18 Finsbury Circus, London EC2M 7BR.

AUTHORISED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1972 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of Management Company	Name of Scheme	Name and address of Trustee
Second Oceanic Unit Trust Managers Limited 11 Copthall Court London, EC2	Oceanic Exempt Fund	Lloyds Bank Limited 71 Lombard Street London, EC3
Transatlantic and General Securities Company Limited 91-99 New London Road Chelmsford Essex	Barbican European (Exempt) Trust	Lloyds Bank Limited 71 Lombard Street London, EC3

Changes

The Managers of Target Consumer Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Equity Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Financial Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Growth Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Income Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Investment Trust Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Exempt Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Preference Share Fund have changed from Target Trust Group Ltd. (formerly Target Trust Managers Ltd.) to Target Trust Managers Ltd. (formerly Target Equity Fund Managers Ltd.)

The Managers of Target Professional Fund have changed from Target Professional Fund Managers Ltd. to Target Trust Managers Ltd.

The Trustee of Hambros Venture Fund has changed from Royal Exchange Assurance to The Royal Bank of Scotland Ltd. and the name of the scheme has been changed to Hambro Accumulator Fund

The name of Vavasseur Enterprise Growth Fund has been changed to Vavasseur Personal Portfolio Fund

The Trustee of the Hambro Fund has changed from Barclays Bank Trust Company Ltd. to The Royal Bank of Scotland Ltd.

The Trustee of Hambro Smaller Companies Fund has changed from Barclays Bank Trust Company Ltd. to The Royal Bank of Scotland Ltd.

Patents endorsed 'Licences of Right'

PROCEEDINGS under Section 35 of the Patents Act 1949 the following Patents were Endorsed 'Licences of Right' on the date(s) specified.

Number	Grantee	Subject-matter
August 18, 1972		
1,131,578	Commissariat a l'Energie Atomique	Liquid-liquid extraction process
1,137,298	" " "	Nuclear installation
1,138,940	" " "	Heat exchanger
1,140,172	" " "	A method of pumping crystal lasers
1,144,297	" " "	Heat exchanger
1,145,226	" " "	Heat exchanger
1,148,160	" " "	Nuclear reactor vessel
1,149,224	" " "	Electrically conductive ceramic material
1,149,837	" " "	A boiling heavy water indirect-cycle reactor
1,151,825	" " "	Method and apparatus for bombardment of a target by a beam of charged particles
1,157,029	" " "	A system for interconnecting the prismatic bars of a moderator stack of a nuclear reactor
1,159,464	" " "	Prestressed concrete pressure vessel
1,159,781	" " "	A device for detecting uranium in the atmosphere
1,160,750	" " "	Fluid-tight connecting device
1,161,465	" " "	Centrifuges
August 21, 1972		
960,882	Coal Industry (Patents) Ltd.	Apparatus for separating mixed solid materials
1,206,912	Jean Delfortrie Fils, S.P.R.L.	Container for vacuum flask
1,206,913	Jean Delfortrie Fils, S.P.R.L.	Double-walled flask
1,209,050	Gevaert-Agfa N.V.	Photographic silver halide processing liquids
1,246,114	Agfa-Gevaert (formerly known as Gevaert-Agfa N.V.)	Benzoylacetamide derivatives and their use as colour couplers
August 22, 1972		
1,079,403	Bertin & Cie	Gas flow control and cooling apparatus
1,130,209	International Standard Electric Corporation	M.T.I. radars
1,184,028	Standard Telephones and Cables Ltd.	Light guides
1,202,755	Standard Telephones and Cables Ltd.	Electrical equipment chassis
1,202,756	Standard Telephones and Cables Ltd.	Electrical equipment case
1,206,639	Standard Telephones and Cables Ltd.	Data-Terminal control equipment
1,237,377	Standard Telephones and Cables Ltd.	Mould for injection moulding
1,239,014	Standard Telephones and Cables Ltd.	Cable joint sealing
1,231,640	Creed and Company Ltd.	Single to double-current converters
1,242,547	R. P. Scherer GmbH	Depot medicaments in capsule form
1,248,569	Agfa-Gevaert (formerly known as Gevaert-Agfa)	Photopolymerisation of ethylenically unsaturated organic compounds

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
R. J. Thomas (Acting) Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. 021-454 4375. Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Krkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD Tel. Leeds 30082. Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. 061-236 8861. Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 126919.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,793		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	127	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	123	124	138	142	184	−37	13	22
1968	116	119.8	136	135	112	103.6	139	132	145	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	141	150	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	151	168	119	136	265	214	42	13
1971	122	125.0	172	171	119	104.8	142	140	165	121	144	24	−153	−4	36
1970 2nd qtr	121	123.4	155	153	116	104.2	143	150	172	119	137	103	55	11	14
3rd qtr	120	124.4	159	158	117	104.6	140	151	166	121	134	104	44	7	—
4th qtr	122	124.9	163	160	117	104.7	143	157	174	120	139	83	72	23	15
1971 1st qtr	118	124.4	164	161	115	102.1	138	145	156	114	146	82	41	−1	−44
2nd qtr	122	125.3	170	170	119	104.4	142	137	168	122	141	−58	−114	11	38
3rd qtr	123	125.5	175	175	120	105.5	142	142	168	122	141	−36	−59	−9	6
4th qtr	124	124.8	179	178	121	107.4	144	135	167	127	147	36	−21	−6	36
1972 1st qtr	119	121.6	180	181	122	106.5	143	139††	167	126	149	−156	−110	−6	−29
2nd qtr		129.3				109.1		126†† p	182 p				−108 p	−7 p	31 p
Jan		124.8				107.0									
Feb		113.5				106.0									
Mar		126.6				106.6									
Apr		127.4				108.1									
May		130.9				108.5									
Jun		129.7				110.5									
July						113.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods † orders on hand (end period)	Retail price index		Wholesale price index: all manufacturing industry ‖§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers and adult students	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963	1963	Series in £ million
	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	4,282	4,362	
1966	106	119.4	*2.5*	107.5	110.9	175.3	510	174	24,476	121	120	83
1967	106	125.0	*4.7*	117.3	115.3	187.3	538	188	24,331	120	130	−298
1968	117	131.8	*5.4*	121.4	119.8	197.4	531	200	24,304	146	159	−291
1969	125	140.2	*6.4*	126.2	127.7	217.7	568	186	24,135	165	165	443
1970	114	153.4	*9.4*	132.6	137.7	246.4	737	129	23,711	184	181	611
1971										207	197	979
1970 2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	571	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	582	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	634	150	23,824	186	189	100
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	709	128	23,782	214	199	283
3rd qtr	117	155.3	*10.1*	134.1	139.2	248.6	772	119	23,639	217	197	354
4th qtr	114	157.3	*9.2*	133.6	140.0	257.0	832	118	23,598	213	202	242
1972 1st qtr		159.7	*8.0*	135.0	141.6	265.9	870	124		207	214	30
2nd qtr		162.7	*6.2*	136.1	143.4	272.0	834	133		215 p	218 p	
Jan		159.0	*8.2*	135.6	141.2	265.2	862	119		208	204	
Feb		159.8	*8.1*	134.6	141.6	265.6	869	126		212	217	
Mar		160.3	*7.6*	134.7	142.0	266.9	879	126		202	221	
Apr		161.8	*6.3*	136.0	142.6	268.6	871	128		210 p	220 p	
May		162.6	*6.1*	136.2	143.4	271.7	834	134		211 p	218 p	
Jun		163.7	*6.1*	136.1	144.1	275.8	798	139		224 p	216 p	
Jul		164.2	*5.8*	137.4 p	144.9 p	276.6 p	803	140		213 p	201 p	
Aug				139.2 p	146.2 p		807 p	148 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries. (††) Not directly comparable with earlier figues; see Capital Expenditure article in T & I Volume 7 No. 11 June 15, 1972.

Unit value and volume index numbers for July

THE export unit value index, on a balance of payments basis, rose by almost 1 per cent in July after having changed little between March and June. The import unit value index also rose by about 1 per cent in July from its revised June level, which now shows an increase of 1 per cent over the index for May. The terms of trade index was unchanged in July. In May-July as a whole both the import and export unit value index numbers on a balance of payments basis were about 1 per cent higher than in the previous three months. The unit value index numbers have been affected by the downward float of the £ sterling. About half of UK imports are invoiced to UK buyers in foreign currency terms; their value is converted to sterling according to the level of the £ on the day the goods were declared at HM Customs and Excise. Thus the sterling value of these imports recorded in the *Overseas Trade Statistics* has been increased by the depreciation of the £ since the float. Only a small proportion of exports is invoiced in foreign currency and so the effect ot the float on the export unit value index is unlikely to have been large. In due course there may be some adjustment of the prices of imports and exports in terms of foreign currency to allow for the effects of the float.

The unit value index for exports of manufactured goods rose by about 1 per cent between February-April and May-July. The commodity group which showed the largest increase over this period was textiles, the index for which rose by 2 per cent, in spite of a drop in July; woollen textiles have been the main cause of the

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports *	Exports *
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	149
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	165
4th quarter	137	152	111	161	160
1972 1st quarter	139	155	111 r	170	155
2nd quarter	140	157	112	176	161
1971 July	137	148	109	156	163
August	137	150	109	154	163
September	138	151	109	162	168
October	137	151	110	160	162
November	137	152	111	156	150
December	137	154	112	168	168
1972 January	140 r	154	110 r	160	156
February	139 r	154	111 r	173	160
March	140 r	156	112	175	150
April r	140	156	112	177	158
May r	139	157	113	175	156
June r	141	157	111	175	168
July p	142	158	111	158	155
Average of 3 months ending					
April 1972	139	156	112	175	156
July 1972	141	157	112	169	160

† Export Unit Index as a percentage of the Import Unit Value Index.
p Provisional estimates.
r Revised.
* See Note (b)

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
1971 July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152
November	137	142	122	122	147	152	127	157	129	134	158	167	151
December	138	144	122	121	147	153	128	158	132	132	156	170	153
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157
February	138	148	120	117	146	154	130	159	134	134	156	169	154
March	139	148	121	118	148	156	133	160	138	135	158	171	156
April	140	149	124	118	147	156	132	161	137	138	158	172	154
May	140	149	124	117	148	157	133	161	135	138	158	172	156
June	141	150	127	116	149	156	133	161	136	142	156	172	154
July	143	150	129	117	152	158	135	162	136	136	158	174	157
Average of 3 months ending													
April 1972	139	148	122	118	147	155	132	160	136	136	157	171	155
July 1972	141	150	127	117	150	157	134	161	136	139	157	173	156

rise in unit values within this group but other textiles have also shown some increase. The unit value index numbers for chemicals and metals, which have moved irregularly during the year, both fell back a little between February-April and May-July. Unit values of exports of non-manufactures continue to rise a little faster than those of manufactured goods and in May-July were nearly 2 per cent higher than in the previous three months; this is largely due to the sharp rise in the unit values of exported textile fibres and cattle.

Unit values of imported basic materials have increased rapidly in recent months and in May-July were 4 per cent higher than in February-April; commodities which showed particularly large increases in unit values were hides and skins, textile fibres (especially wool) and metal ores. The unit value index for imports of manufactured goods was 2 per cent higher in the latest three months than in February-April and that for food, drink and tobacco 1 per cent higher. Within the latter group there were sharp falls in the unit values of butter and tobacco and a rise in those of meat. The unit value index for imports of fuels dropped a little between February-March and April-July.

Trends in United Kingdom trade are discussed in the article on trade in July which was published in *Trade and Industry* of August 17, 1972.

Notes:

(a) The discussion in this article on the unit value index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) Estimates of the coverage adjustments used to convert figures on an *Overseas Trade Statistics* basis on to a balance of payments basis have been revised. The effect of the revision is to reduce slightly the levels of the export and import volume index numbers on a balance of payments basis for 1971 and 1972 from those published in previous articles.

(c) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	163	104	101	217	242	164	159	165	215	142	137	154	205
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	238	274	160	156	161	215	144	129	148	204
2nd quarter	179	106	104	217	285	174	171	176	246	157	143	158	222
1971 July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211
November	166	103	96	208	255	174	166	175	225	165	156	156	223
December	170	112	102	241	245	177	177	177	226	156	143	161	231
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172
February	173	106	104	216	269	163	151	166	219	148	134	148	221
March	193	113	96	282	305	160	149	163	216	142	129	146	219
April	169	96	99	217	269	156	160	157	228	140	126	142	192
May	181	110	106	213	289	180	166	183	257	161	139	166	241
June	186	112	106	220	295	185	188	186	253	171	164	167	232
July	153	86	91	190	245	160	143	163	218	139	131	149	209

(continued on next page)

UNIT VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	235	234	150	144	152	196	133	128	145	177
2nd quarter	163	163	107	100	221	236	235	169	164	170	220	144	138	159	212
3rd quarter	161	160	102	102	202	240	239	169	175	169	219	142	137	157	213
4th quarter	165	165	100	96	214	256	256	167	154	170	224	150	144	153	219
1972 1st quarte	172	172	104	101	225	267	267	162	166	162	222	149	134	147	203
2nd quarter	175	175	105	104	212	273	273	167	168	167	229	151	136	147	224
1971 July	159	158	103	99	196	237	236	166	176	164	223	136	131	151	209
August	158	157	104	102	213	226	226	166	172	166	221	140	138	155	205
September	165	165	101	103	198	256	256	176	177	175	215	150	141	165	224
October	165	165	98	98	202	259	259	170	155	173	224	155	148	156	226
November	162	162	94	94	207	255	255	158	142	161	219	147	141	145	199
December	169	169	108	96	231	254	254	173	166	175	230	149	142	159	231
1972 January	163	163	101	99	205	254	254	163	177	160	222	149	135	151	176
February	174	174	108	107	211	268	268	166	159	169	225	154	139	150	226
March	178	178	103	97	260	278	278	157	161	158	217	144	129	139	208
April	175	175	101	106	221	273	273	165	167	164	226	144	126	147	215
May	173	173	109	105	201	270	270	163	161	165	230	148	124	143	236
June	176	176	106	102	214	276	276	174	176	173	230	162	157	151	221
July	157	157	90	94	209	243	243	164	151	166	223	149	135	149	217
Average of 3 months ending															
April 1972	176	176	104	103	230	273	273	163	162	163	223	147	131	146	216
July 1972	169	169	102	100	208	263	263	167	163	168	230	155	139	148	225

United Kingdom official reserves in August

HM Treasury announce that the UK official reserves increased by $9 million during August to stand at $6,091 million at the end of the month. This was after a long-term debt servicing payment of $13 million.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Paper and paper making materials for June
- Radios, television sets and sound reproducing apparatus for May
- Rubber for May.

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- Paper and board for first quarter
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Civil aviation series

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- Airline operations for May.

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Monthly at £2 each a year post free:
- Food shops for July
- Clothing and footwear shops for July
- Durable goods shops for July
- Miscellaneous non-food shops for July.

Monthly at £1 each a year post free:
- Instalment credit business of finance houses for July
- Instalment credit business of retailers for July.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on August 31 on page 397.

Vehicle production in August 1972—estimated figures

ON the basis of the production of the major manufacturers, estimated total production in the four weeks to August 26 (which included part of the holiday period) was:

	Total	Average weekly rate
Cars	126,000	31,500
Commercial vehicles	23,000	5,750

More precise and detailed figures for the period will be published later this month.

Sales and orders in the engineering industries—amendment

IN the table of index numbers for engineering industries given on page 444 of last week's *Trade and Industry*, the index numbers for net new orders for the first quarter of 1972 were given incorrectly. For total home and export respectively they should read 157, 154, and 164 instead of 164, 162, and 172.

Activity in the chemicals industry

THIS article is one of a series published quarterly and presents the latest information available on activity in the chemicals industry as defined in Order V of the Standard Industrial Classification. Notes defining the chemicals industry and its sectors were included in the issue of the *Board of Trade Journal* of January 28, 1970. More detailed information at product level, is published in the Business Monitor series in respect of several sectors of the industry.

Production (Table 1)

Chemicals output was affected in February and March of this year by power shortages caused by the miners' strike and this is reflected in most of the indicators of activity for the first quarter of this year for the chemicals sectors and for manufacturing industry generally. Indications are that there was however a marked recovery in the second quarter and that compared with the corresponding quarter of 1971 chemicals output rose by 6½ per cent compared with a rise in total manufacturing output of just under 2 per cent. The rise in the second quarter may reflect some making good of production lost during the first quarter, but it does suggest that output is responding to a marked upturn in demand.

The effect of power shortages on chemicals output in the first quarter of this year appears to have been slightly less severe than on manufacturing generally, though the majority of sectors recorded a fall in output compared with the preceding quarter. Output of fertilizers, synthetic rubber and formulated pesticides fell by around 10 per cent or more. The level of the output of the industry as a whole was sustained by a marked increase in output in the organics sector, largely due to a rise in monomer output following the introduction of new capacity. Production is now running at over three times the level of 1963.

Compared with the fourth quarter of 1971 the fastest growing sectors were fertilizers, inorganics and other general chemicals. The record level of output recorded by the fertilizer sector in the second quarter reflected heavy purchases in anticipation of the reduction of the subsidy. Only the soap and detergent sector showed a lower level of output than in the fourth quarter of last year.

Data on synthetic rubber output for the second quarter is available so far only in respect of April and May. This indicates a rise in output although use for the manufacture of tyres and tyre products, which accounts for more than half of home consumption, was 11 per cent below last year's level. Total demand rose as the result of increased use for other purposes, higher exports, lower imports and some stock building. Output was particularly low in the second quarter of 1971 because of temporary plant closure.

TABLE 1. OUTPUT

Index numbers 1963 = 100

	1968 MLH	Weights	1965	1966	1967	1968	1969	1970	1971	1971 (Seasonally adjusted) 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1972 (Seasonally adjusted) 1st qtr.	2nd (a) qtr.	% Growth rates 1963/71	% Growth rates 1970/71
Inorganic chemicals	271/1	11.2	118	119	124	130	133	138	137	139	138	140	132	127	147	4.1	–0.4
Organic chemicals	271/2	13.7	118	122	127	143	160	168	167	170	164	156	179	187	193	6.7	—
Coal tar products		1.9	94	90	84	76	67	61	50	54	50	49	47	46	48	–8.1	–17.6
Monomers		4.5	135	147	157	188	225	230	253	248	246	229	289	309	309	12.3	10.0
Other organic chemicals		7.3	113	115	119	132	143	157	145	152	144	139	145	147	158	4.8	–7.5
Other chemicals	271/3	11.2	112	117	124	136	140	143	149	148	151	145	149	147	163	5.1	4.3
Pharmaceuticals chemicals and preparations	272	13.0	126	145	156	167	189	208	226	213	227	232	231	227	234	10.7	8.8
Toilet preparations	273	3.9	110	117	122	121	119	123	131	128	130	122	131	134	139	3.4	6.0
Paint	274	7.3	107	108	112	118	120	127	129	127	124	128	133	134	134	3.2	1.1
Soap and detergents	275	4.0	101	103	104	108	114	113	111	110	104	111	115	107	110	1.3	–2.1
Synthetic resins and plastics materials	276/1	10.7	123	135	147	169	185	198	200	200	201	195	202	203	203	9.1	0.8
Synthetic rubber	276/2	1.0	137	152	160	186	214	240	217	222	181	216	251	228	..	10.2	–9.5
Dyestuffs and pigments	277	6.0	137	137	137	152	161	177	172	168	174	162	181	181	189	7.0	–3.1
Fertilizers	278	4.0	100	98	106	107	100	109	113	108	113	126	104	90	135	1.5	3.7
Other chemical industries	279	14.0	113	118	129	129	132	137	136	132	140	134	135	128	139	3.5	–0.6
Of which: Formulated pesticides, etc.	279/4	1.6	121	139	146	166	186	194	200	187	214	183	219	194	..	9.1	3.4
Photographic chemical materials	279/7	2.6	120	129	138	150	163	179	186	177	181	194	183	185	187	8.1	3.9
Total	Order V	100.0	117.1	123.4	130.4	140.0	148.7	157.5	160.8	159.3	161.0	158.4	164.7	162.5	171.4	6.1	2.1
Total all manufacturing industry			112.4	114.2	114.2	121.4	125.6	127.2	126.9	126.6	127.2	127.1	126.7	124.4	129.6	3.0	–0.2

(a) Part estimated.
.. Not available.

(continued on next page)

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ACTIVITY IN THE CHEMICALS INDUSTRY
continued

Imports and exports (Tables 2 and 3)

While the value of imports—£173 million in the second quarter of 1972—was at about the same level as in the previous quarter, exports rose by £38 million to give a favourable crude trade balance of £107 million, only slightly below the peak level of the fourth quarter of 1971. The effects of the miners' strike may have contributed to the deterioration in the first quarter.

Compared with the second quarter of 1971 the value of imports rose by £21 million (14 per cent) and that of exports by £29 million (11½ per cent). Some rise is to be expected in the value of imports as home demand recovers from the static level of 1971 and the principal increases compared with 12 months earlier have been in synthetic resins, fertilizers and other general chemicals. The increase in the value of synthetic resins and other general chemicals has been offset by increases in exports.

With the exception of pharmaceuticals all sectors showed higher exports than a year earlier, but the largest increases were recorded for dyestuffs and pigments, synthetic resins and other general chemicals.

Of the total rise in the value of chemicals exports, about one third was accounted for by price increases.

Home market prices (Table 4)

The provisional index of home market prices for the second quarter shows very little change from the first quarter. The pattern is the same for most sectors, but above average increases are shown in the toilet preparations and soap and detergents sectors. For pharmaceutical chemicals the index has fallen for the second successive quarter and is now 5 per cent below the level of the fourth quarter of 1971.

For all manufacturing industry a rise of just over 1 per cent is recorded.

Home market prices both for the chemicals industry and for manufacturing industry as a whole were about 4½ per cent higher in the second quarter of 1972 than a year earlier. This represents

TABLE 2. IMPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilizers	Products of other chemical industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18.5	54.7	32.1	8.4	2.0	1.9	4.0	42.6	10.8	11.2	20.1	12.0	218.4
1964	26.0	71.0	38.0	8.9	2.7	2.2	3.3	53.5	11.7	14.9	18.8	14.2	265.1
1965	29.4	86.0	43.4	13.4	2.8	2.4	3.6	53.6	10.0	15.3	19.6	15.6	295.1
1966	33.1	85.4	43.2	16.4	3.2	2.7	5.0	58.4	11.1	15.7	17.9	17.1	309.2
1967	38.0	95.4	44.2	17.5	3.3	3.4	5.7	64.2	13.0	17.9	26.3	19.0	347.9
1968	46.8	118.1	59.1	21.8	4.4	4.5	7.5	81.3	14.6	24.8	29.2	22.8	434.9
1969	56.9	136.4	66.6	29.1	4.6	4.8	6.7	91.4	16.8	25.0	24.2	24.1	486.6
1970	70.5	160.7	71.7	38.4	5.1	5.5	5.8	109.0	18.8	26.7	23.1	30.6	565.9
1971	68.3	147.3	82.5	42.2	6.2	5.9	9.4	116.5	20.5	35.7	25.9	34.9	595.2
1969 1st quarter	13.0	30.7	17.7	6.3	0.8	1.0	1.6	20.3	3.9	6.5	8.0	6.0	115.8
2nd quarter	15.2	34.6	16.8	7.1	1.2	1.3	1.7	24.9	4.6	6.8	5.7	6.3	126.2
3rd quarter	14.3	35.0	15.4	7.7	1.4	1.3	1.7	23.4	4.1	5.7	6.1	6.3	122.4
4th quarter	14.4	36.0	16.7	8.0	1.1	1.3	1.6	22.8	4.2	6.0	4.4	5.6	122.1
1970 1st quarter	17.3	37.6	16.9	9.6	0.9	1.3	1.3	25.1	4.5	5.7	7.3	8.1	135.5
2nd quarter	17.3	40.5	19.4	8.8	1.4	1.5	1.6	28.1	5.2	6.7	4.4	7.7	142.8
3rd quarter	16.7	40.4	17.0	9.1	1.6	1.6	1.4	27.3	4.0	7.5	4.9	7.7	139.2
4th quarter	19.2	42.2	18.5	10.9	1.2	1.1	1.5	28.4	5.0	6.8	6.5	7.2	148.4
1971 1st quarter	18.0	40.2	20.2	10.3	1.3	1.3	1.9	28.3	4.6	9.2	8.9	9.9	153.9
2nd quarter	18.6	36.4	21.8	10.8	1.8	1.4	2.6	29.7	5.3	9.5	5.1	9.0	152.1
3rd quarter	13.9	35.3	21.7	9.9	1.8	1.6	2.5	30.7	5.6	8.3	6.0	8.2	145.4
4th quarter	17.8	35.4	18.9	11.2	1.3	1.6	2.4	27.8	5.0	8.7	6.0	7.7	143.9
1972 1st quarter	18.3	38.8	28.3	11.2	1.7	1.3	4.2	33.9	4.9	9.8	9.8	10.7	172.9
2nd quarter	19.4	37.3	28.1	11.2	2.0	1.4	2.6	34.8	5.3	9.8	10.5	10.6	173.0

TABLE 3. EXPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilizers	Products of other chemical industries	Of which: Pesticides	Photographic materials	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34.7	58.3	57.0	50.9	10.7	14.0	15.2	61.0	7.2	30.3	4.9	47.2	10.5	13.4	391.4
1964	38.6	65.2	63.7	56.4	11.3	14.3	15.3	71.2	7.8	35.6	5.9	51.8	12.1	14.7	437.1
1965	42.6	64.6	70.9	63.6	12.0	14.0	15.3	79.8	9.2	35.6	8.1	54.3	11.9	16.4	470.0
1966	41.9	69.7	74.3	70.4	13.0	14.1	14.9	86.0	10.7	36.8	7.8	60.3	15.0	17.2	499.7
1967	41.4	75.4	77.5	75.2	14.0	13.4	16.2	91.5	10.0	37.5	8.4	63.6	17.0	19.1	524.0
1968	50.1	99.3	93.9	92.6	17.3	16.3	18.6	107.0	14.1	45.1	7.5	82.9	21.0	27.3	644.7
1969	51.3	109.8	109.5	112.9	20.4	17.6	22.5	124.1	17.5	50.1	5.4	99.0	26.2	33.5	740.1
1970	61.5	135.7	127.0	134.1	22.4	19.5	23.5	139.1	19.8	53.6	4.8	105.0	26.5	39.8	846.2
1971	62.7	154.4	148.9	161.1	23.9	21.6	23.8	154.9	22.2	58.7	3.6	121.0	32.7	45.3	956.8
1969 1st quarter	11.5	24.3	23.8	25.3	4.3	4.0	4.9	27.8	4.2	11.1	1.9	22.4	6.4	6.6	165.5
2nd quarter	13.8	26.8	28.5	28.6	5.0	4.4	5.1	32.3	4.3	12.7	1.0	26.3	7.3	9.0	188.8
3rd quarter	13.2	28.7	29.0	29.0	5.1	4.4	6.2	30.2	4.0	12.4	0.8	24.8	6.1	8.9	187.8
4th quarter	12.8	30.0	28.3	29.9	5.9	4.9	6.3	33.8	5.0	13.9	1.6	25.5	6.4	9.0	197.9
1970 1st quarter	13.7	31.8	29.1	31.0	5.0	4.3	5.6	33.2	4.4	12.5	1.7	25.0	8.0	8.1	197.2
2nd quarter	18.3	33.0	31.6	32.7	6.0	5.1	6.0	37.8	5.9	14.3	1.4	29.4	8.3	11.1	221.4
3rd quarter	13.8	32.6	30.5	31.3	5.3	4.4	5.6	31.2	4.6	12.7	0.6	24.0	5.1	10.3	196.7
4th quarter	15.9	38.3	35.8	39.0	6.2	5.6	6.3	37.0	4.9	14.1	1.1	26.5	5.0	10.3	230.8
1971 1st quarter	14.8	35.3	30.5	34.3	5.1	4.9	5.6	34.2	5.3	13.2	1.4	26.8	8.1	9.5	211.6
2nd quarter	16.7	41.2	37.6	44.6	5.9	5.6	6.2	39.8	5.0	14.7	0.8	33.3	9.8	12.3	251.2
3rd quarter	15.3	38.1	42.4	40.4	6.0	5.2	6.0	38.2	5.5	14.8	0.4	28.7	7.1	11.8	241.0
4th quarter	15.8	39.9	38.3	41.9	6.9	5.8	6.0	42.7	6.4	16.0	1.0	32.2	7.7	11.8	253.1
1972 1st quarter	12.6	36.0	37.5	41.7	6.4	4.7	6.9	41.2	6.8	17.6	1.8	28.5	9.0	11.1	241.9
2nd quarter	16.7	43.7	42.3	43.7	7.3	5.7	7.9	45.7	6.6	22.0	1.4	37.1	11.8	15.0	280.1

a considerable slowing down compared with the preceding 12 months when prices in both sectors rose by about 8½ per cent.

Prices of materials and fuel purchased (Table 5)

An increase of about 1 per cent in the prices of materials and fuel purchased is indicated by the provisional second quarter figures for both the chemicals industry and all manufacturing industry.

Between the second quarter of 1971 and the second quarter of 1972, the prices of materials and fuel purchased have increased by 1.3 per cent for the chemicals industry, and by 2.3 per cent for manufacturing industry as a whole. This also represents a marked reduction compared with the previous 12 months when the increases were 9.6 per cent and 5.6 per cent respectively.

Capital expenditure (Table 7)

The provisional capital expenditure figures for the first quarter of this year show a further decline from the level of the fourth quarter. In constant prices investment was £8 million lower than in the first quarter of 1971.

TABLE 4. HOME MARKET PRICES

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1971	1970			1971				1972	
										2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p
Inorganic chemicals	271/1	101.2	101.9	105.5	105.9	110.0	113.2	118.7	127.9	119.3	119.5	119.8	125.2	127.8	129.2	129.4	131.4	131.7
Organic chemicals	271/2	98.6	96.6	96.2	96.2	98.1	97.8	99.1	105.5	97.9	100.5	100.7	103.7	105.6	106.5	106.2	106.1	106.8
Other chemicals	271/3	98.6	99.8	99.6	100.9	102.0	103.8	107.3	114.0	105.3	110.0	109.9	113.6	114.2	114.2	114.1	114.2	115.8
Pharmaceutical chemicals	272	98.7	96.5	92.9	92.2	93.8	94.7	104.7	117.0	104.7	107.3	108.2	112.5	118.0	118.8	118.7	114.8	113.2
Pharmaceutical preparations	272	99.2	98.1	95.8	94.8	95.5	94.8	96.7	101.1	96.4	97.4	97.7	98.3	100.4	102.5	103.0	104.3	105.8
Toilet preparations	273	103.5	109.3	113.3	114.5	121.2	123.4	131.1	141.9	129.5	132.7	135.8	136.7	140.1	144.9	145.8	149.4	153.9
Paint	274	100.4	101.4	101.6	101.7	103.9	104.8	111.1	124.8	110.6	111.4	117.0	121.7	125.3	126.0	126.2	130.0	131.5
Soap	275	104.0	114.7	115.4	113.7	116.1	121.3	131.6	142.4	130.7	133.5	135.2	139.1	140.1	144.1	146.3	147.8	151.7
Synthetic detergents	275	100.9	103.4	103.4	100.9	102.2	105.6	110.9	117.0	109.2	112.5	113.0	113.6	117.2	118.2	118.9	119.6	121.0
Synthetic resins and plastic materials	276/1	98.0	96.1	95.3	93.4	95.7	96.5	99.6	103.8	99.2	100.4	101.0	102.8	103.8	103.8	104.8	106.0	107.0
Dyestuffs and pigments	277	101.4	109.9	112.2	112.5	114.0	118.8	127.8	143.0	124.7	132.5	132.3	137.9	141.5	146.3	146.1	146.5	147.2
Formulated pesticides	279/4	98.0	99.3	102.5	102.8	106.3	105.3	107.2	111.1	105.5	108.4	108.8	109.8	110.4	110.5	113.6	115.5	116.6
Photographic chemical materials	279/7	101.6	102.5	102.6	104.5	117.6	118.3	121.9	129.0	119.8	124.0	124.8	126.2	127.8	130.3	131.5	132.5	134.1
Total	Order V*	100.1	101.0	101.7	102.1	105.4	106.4	111.2	120.2	110.3	112.3	113.7	117.4	120.1	121.5	122.2	125.1	125.3
Total All manufacturing industry		102.9	106.8	109.6	110.9	115.3	119.8	127.7	137.7	126.6	128.7	131.4	134.4	137.2	139.2	140.0	141.6	143.4

* This price index refers only to sales outside the chemicals industry, including sectors not shown above
p = provisional

TABLE 5. PRICES OF MATERIALS AND FUEL PURCHASED BY THE CHEMICALS AND ALLIED INDUSTRIES (ORDER V) AND BY MANUFACTURING INDUSTRY

1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1971	1970			1971				1972	
									2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p
Order V	103.8	107.6	108.7	108.4	115.1	116.7	123.7	134.2	122.4	123.7	127.8	131.4	134.2	136.0	135.2	134.5	136.0
Manufacturing industry	104.1	105.4	108.0	107.5	117.3	121.4	126.2	132.6	126.1	124.9	127.3	129.7	133.1	134.1	133.6	135.0	136.1

TABLE 6. EMPLOYMENT (GREAT BRITAIN)†

Thousands

	1968	1970	1971				1972	
	MLH	Dec.	March	June	Sept.	Dec.	Mar.	June
General chemicals	271	138.1	139.2	140.5	139.0	136.3	133.7	132.4
Pharmaceutical chemicals and preparations	272	77.9	77.7	77.4	77.6	77.0	75.0	75.0
Toilet preparations	273	24.4	23.7	24.8	25.7	26.3	25.5	24.8
Paint	274	33.1	32.7	31.3	31.4	30.8	30.7	30.7
Soap and detergents	275	20.3	19.6	18.6	18.6	18.0	17.5	17.6
Synthetic resins and plastics materials and synthetic rubber	276	59.0	58.3	56.6	55.9	55.4	54.5	54.3
Dyestuffs and pigments	277	26.3	25.7	24.8	24.8	24.9	24.6	24.6
Fertilizers	278	13.0	12.9	12.5	12.5	12.6	12.7	12.6
Other chemical industries	279	81.1	80.0	79.5	79.1	78.1	76.2	76.0
Total		473.2	469.8	466.1	464.7	456.9	450.3	448.0
Total manufacturing		8732.2	8604.2	8431.6	8382.1	8272.4	8097.4	8061.5

† Employment in the chemicals industry in Northern Ireland is about 3,500: of which 1,000 is in General Chemicals: 1,700 in Syntheitc Resins and Plastics Materials and 600 in Fertilisers. From July 1970 onwards, all figures have been revised to take account of information derived from the mid 1971 count of national insurance cards. Estimates from July 71 are subject to revision when the results of the 1971 census of employment are available.

TABLE 7. CAPITAL EXPENDITURE

	Current prices	£ million 1963 prices
1963	134	134
1964	168	165
1965 r	223	208
1966 r	258	228
1967	217	191
1968	225	190
1969	270	221
1970 r	381	280
1971	362	243
	Actual	Seasonally adjusted
1968 3rd quarter	51	46
4th quarter	74	55
1969 1st quarter	55	49
2nd quarter	65	55
3rd quarter	68	60
4th quarter r	81	57
1970 1st quarter	82	67
2nd quarter	90	69
3rd quarter	93	72
4th quarter	115	73
1971 1st quarter	87	64
2nd quarter r	82	56
3rd quarter r	89	63
4th quarter r	104	59
1972 1st quarter	80	56

r Revised

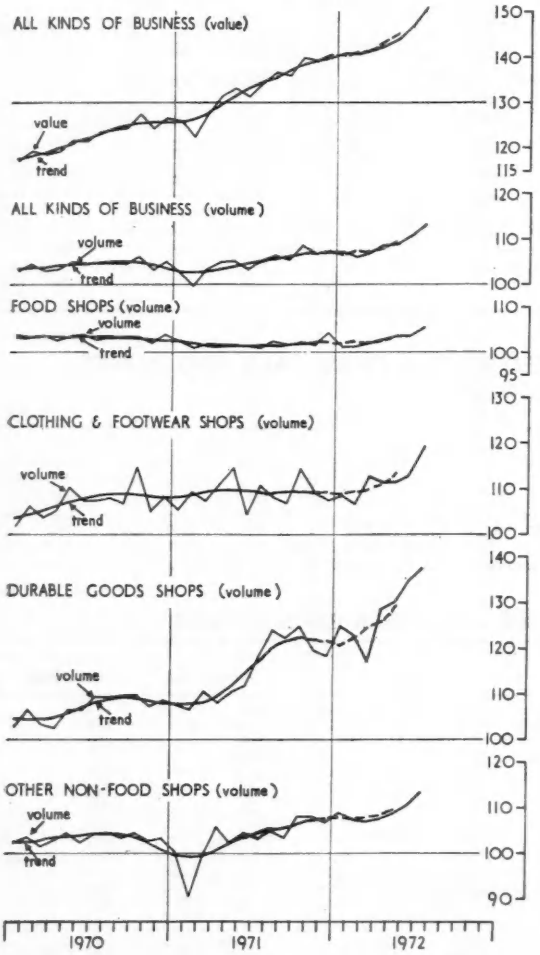
Retail trade in July

THE seasonally adjusted index of the volume of retail sales in July is 113.0 (1966 = 100), well above the figures for May and June which were themselves substantially more than the average level in the first four months of the year. Sales by all main categories of shop showed further increases.

It is clear that there has been a very strong growth in retail trade in recent months following the slight dip in the first quarter which partly reflected the power cuts and perhaps some holding back before the Budget. In the period May to July, the volume of sales was 3½ per cent more than in the preceding three months and 3 per cent above the average for the fourth quarter of 1971.

Sales by durable goods shops in May to July were 10 per cent more than their already high level in the preceding three months. Sales by clothing and footwear shops increased by 4 per cent and sales by other non-food shops (which include department stores and mail order businesses) were up by 3 per cent. Sales by food shops increased by 2 per cent.

RETAIL SALES
1966=100



All the series in Tables 1 and 2 are seasonally adjusted independently of each other this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by July 1972 sales was the four weeks from July 2, 1972 to July 29, 1972; the corresponding period in 1971 was from July 4, 1971 to July 31, 1971.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.0	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1972 1st quarter	106.5	101.4	111.1	109	121	108
2nd quarter	109.1	103.1	114.4	112	131	109
1972 January	107.0	101.1	112.2	108	125	109
February	106.0	101.1	110.6	106	123	108
March*	106.6	101.8	101.6	112	117	107
April	108.1	102.6	113.0	111	128	108
May	108.5	103.2	113.5	112	130	109
June*	110.5	103.4	116.2	113	135	111
July	113.0	105.1	119.5	119	137	113
1972 Feb.-April	106.9	101.8	111.3	110	122	107
May-July	110.7	103.9	116.4	114	134	111
Percentage increase	3.6	2.1	4.6	4	10	3

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1972 1st quarter	140.9	139.3	142.4	138	149	142
2nd quarter	144.6	141.3	147.6	144	161	144
1972 January	140.8	138.4	143.0	136	154	143
February	140.4	139.1	141 7	134	151	142
March*	141.4	140.1	142.6	143	145	142
April	142.1	139.3	144.5	143	157	141
May	144.0	141.0	146.7	143	160	144
June*	147.2	143.2	150.7	146	166	148
July	150.9	145.4	155.4	154	173	150
1972 Feb.-April	141.3	139.5	142.9	140	150	142
May-July	147.4	143.2	150.9	148	166	147
Percentage increase	4.3	2.7	5.6	5	11	4

Hire-purchase and other instalment credit business in July

Finance houses and retailers advanced £200 million on new instalment credit agreements in July (in seasonally adjusted terms). This was the same total as in June, as a reduction in lending by finance houses was offset by an increase in credit extended by retailers. In the three months May-July total advances were 8 per cent more than in the three months February-April: lending by finance houses was up by 12 per cent, while for retailers the increase was 5 per cent.

Retailers' sales on instalment credit increased sharply in July, bringing the total in the three months May-July to 5 per cent more than in the previous three months. Durable goods shops increased their sales by 11 per cent between these two periods, with a particularly marked increase in July itself. Department stores' sales were at the same level in July as in June but were up by 7 per cent between the two three-month periods. Sales by other instalment credit retailers (mainly mail order houses) increased by 1 per cent on average in May-July compared with February-April.

Instalment debt outstanding to finance houses and retailers increased by £36 million in July, bringing the total increase in the three months May-July to £119 million, following £72 million in the preceding three months. Of this £119 million, £81 million was in debt owed directly to finance houses. At the end of July the total debt outstanding to finance houses and retailers was £1,829 million (not seasonally adjusted), 30 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407	4	211	19	196	−15
2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1972 1st quarter	558	87	267	54	291	33
2nd quarter	585	103	298	75	287	28
1972 January	192	35	89	19	103	16
February	184	15	86	11	98	4
March	182	37	92	24	90	13
April	186	20	90	16	96	4
May	199	40	105	31	94	9
June	200	43	103	28	97	15
July	200	36	94	22	106	14
1972 Feb.-April	552	72	268	51	284	21
May-July	599	119	302	81	297	38
Percentage increase	8		12		5	
Debt outstanding at December 31 1971 (unadjusted)	—	1,628	—	1,010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107	121	133	95
2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1972 1st quarter	147	155	161	139
2nd quarter	147	160	168	136
1972 January	155	160	166	151
February	149	155	158	143
March*	138	151	159	127
April	147	153	162	142
May	144	161	167	131
June*	150	165	173	137
July	162	183	173	147
1972 Feb.-April av.	144	153	160	137
May-July av.	152	170	171	138
Percentage increase	5	11	7	1

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by July 1972 sales was the four weeks from July 2, 1972 to July 29, 1972. The corresponding period in 1971 was from July 4, 1971 to July 31, 1971.

Retailers' stocks in July

THE value of stocks at current prices held by retailers at the end of July showed an increase of 7 per cent over the corresponding month last year; at constant prices there was an increase of 2 per cent. These changes are somewhat below the average increases recorded in recent months.

LEVEL OF RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	174	179	192	192	194	195	180					
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*	*11*	*10*	*8*	*8*	*7*					
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	118	120	129	129	130	130	120					
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*	*4*	*5*	*3*	*3*	*2*					

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices,

Turnover of the catering trades in July

THE total turnover of the catering trades in the period May to July was 3 per cent more than in the preceding three months, after allowing for normal seasonal movements. This continues the stronger upward trend shown this year.

Recent percentage increases compared with a year earlier (not seasonally adjusted) for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1972	1st quarter	9	13	7	10	—
	2nd quarter	9	13	10 r	8	6
	July	10	12	14	8	4

Note

The Easter holiday was split between the first and second quarters in 1972 but fell entirely in the second quarter in 1971.

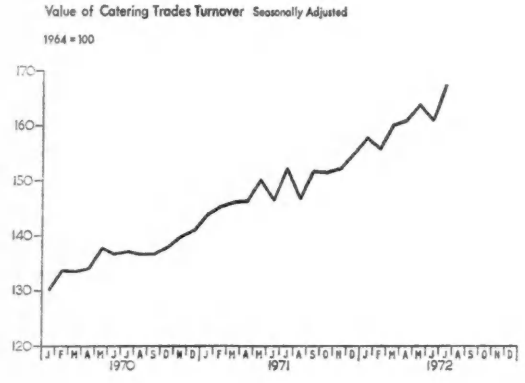


TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1964 = 100

		Value at current prices (Turnover in 1964 — £1,985 million)
1964		100
1965		106
1966		111
1967		113
1968		117
1969		126
1970		136
1971		149
1969	1st quarter	123
	2nd quarter	125
	3rd quarter	127
	4th quarter	129
1970	1st quarter	133
	2nd quarter	136
	3rd quarter	137
	4th quarter	140
1971	1st quarter	145
	2nd quarter	148
	3rd quarter	150
	4th quarter	153
1972	1st quarter	158
	2nd quarter	162 r
1972	January	158
	February	156
	March*	160
	April	161
	May	164
	June*	161 r
	July	167
1972	February-April	159
	May-July	164
Percentage increase		3

† The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1972 period was the four weeks from July 2, 1972 to July 29, 1972. The July 1971 period was the four weeks from July 4, 1971 to July 31, 1971.
r Revised figure.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, September 8, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
What Became of Jack and Jill	BR/E 36377/10/9/77	90	September 4	Twentieth Century-Fox Film Co. Ltd.	Amicus Productions Limited
The Intruders	BR/E 36378/10/9/77	64	September 4	Children's Film Foundation Ltd.	Woomera Productions Ltd.
Kadoyng	BR/E 36379/10/9/77	60	September 4	Children's Film Foundation Ltd.	Shand Pictures Ltd. (for Children's Film Foundation Ltd.)
Raising the Roof	BR/E 36380/10/9/77	54	September 4	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Movietone News 2257	BR/E 36213/10/9/77	8	September 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2257A	BR/E 36214/10/9/77	9	September 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
You Can't Run Away From Sex	F 36376	99	September 4	Tigon Pictures Ltd.	Group One Films Ltd.
All The Loving Couples	F 36381	72	September 6	Hemdale Film Distributors Ltd.	Cavalcade Pictures Incorporated
The Burglars	F 36382	114	September 7	Columbia-Warner Distributors Ltd.	Henri Verneuil Productions, Columbia Films S.A., Paris and Vides Cinematografica Rome

Note: In the list of films registered during the week ended Friday, February 11, 1972, the name of the maker of the film 'Macbeth' (BR/E 35992/12/2/77) should read: Caliban Films Ltd.

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A = annually M = monthly Q = quarterly 6M = every six months.

Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	April 6 1972
Balance of payments:	
quarterly figures (Q)	June 22 1972
trends in invisible transactions (Q)	June 22 1972
Bankruptcy orders (Q)	March 9 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Sept 7 1972
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	June 15 1972
Companies:	
acquisitions and mergers (Q)	Aug 10 1972
new registrations:	
Gt. Britain (M)	Aug 24 1972
N. Ireland (M)	Aug 24 1972
Computers, UK market (Q)	July 13 1972
Construction work overseas (A)	Oct 7 1971
ECGD business (Q)	April 6 1972
Electronic capital equipment (Q)	Aug 3 1972
Engineering industries, sales and orders (M)	Sept 7 1972
Film industry:	
British Film Fund Agency returns (M)	Aug 10 1972
cinema admissions and takings (M)	Aug 24 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Aug 10 1972
Footwear industry	
production, orders and deliveries (M)	Aug 10 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	Aug 17 1972
world exports of manufactures (A)	Sept 30 1970
Foreign trade of the UK:	
ECGD business (Q)	April 6 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	This week
value (M)	Aug 17 1972
value, analysis of trends (Q)	Sept 7 1972
Hire-purchase business (M)	This week
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Aug 17 1972
N. Ireland index (M)	Aug 24 1972
Wales index (Q)	July 6 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	June 15 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	Aug 31 1972
Man-made fibres:	
deliveries (Q)	Aug 17 1972
production (M)	This week
production, quarterly analysis (Q)	Aug 17 1972
Motor industry:	
car and commercial vehicle production (M)	Aug 31 1972
estimated figures	This week
motor trades turnover (M)	Aug 17 1972
Office development permits (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Aug 24 1972
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	Aug 10 1972
stocks (M)	This week
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK seaborne trade (A)	March 2 1972
Steel consumption and stocks (Q)	Aug 17 1972
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Sept 7 1972
retail (M)	This week
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	July 13 1972
cotton industry production (M)	Sept 7 1972
hosiery production (M)	June 29 1972
made-up clothing, orders and deliveries (M)	Sept 7 1972
orders and deliveries (M)	Sept 7 1972
wholesale houses' sales (M)	Aug 24 1972
wool exports (Q)	Sept 7 1972
wool output (M)	Sept 7 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	Aug 17 1972
UK official reserves (M)	This week
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	Aug 24 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	July 6 1972
Business Monitor titles	Aug 31 1972
Customs notices of interest to exporters	Sept 7 1972
ECGD local offices	This week
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	July 20 1972
Release dates of economic statistics	Aug 24 1972

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TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale. all grades and sizes. surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

EXPORT TO E.E.C. AND E.F.T.A. countries—With a good experience of the above I can act as Export Manager for a limited number of companies in the Engineering Field. Write for details to Box No. S.7293.

'FLASH' Carton Case Opener. The opening of Fireboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel 01-769 0308/5960.

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned waterboat 'as lying' at HM Dockyard, Chatham.

'VIC 78' Steel, built 1945. GT 147. NT 51. Length (BP) 80 ft. 3 in. Breadth (mld) 20 ft. Depth (mld) 8 ft. 6 in. Light displacement 95 tons. Engine: Rowhedge Ironworks Co. Ltd., single screw, steam, coal-fired, compound reciprocating. 1HP 140.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address, in envelopes clearly marked 'Offer to Purchase "VIC 78" ' and must be received not later than *noon* on October 12, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

September 21 & 22, 1972 Miscellaneous Stores and vehicles

Location: County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd., (Dept L), Botchergate, Carlisle CA1 1SE (Tel: 0228 26292)

Vehicles including, Morris ambulance; Morris, Commer and Bedford Mini Buses; Morris Mini and Minor 1000 saloons; Ford saloons and vans; Land Rovers; Tractors; Fork Lift Trucks; Dumpers etc. machine and hand tools; general electrical items including, distribution panels; tuning units; transformers; RF units; capacitors; oscilloscopes; receivers; rectifiers; junction boxes; loudspeakers; pocket watches; micrometers; calipers; telescopes etc; cameras; oxygen equipment; sewing machines; service clothing; boots and shoes; furniture; household utensils; PVC plastic sheets; sand bags; suction and delivery hose; haversacks; water bottles; ground sheets; bandages and dressings; MT spares; jacks; paint; paint remover; various boxes, cable etc.

September 28, 1972 Miscellaneous Stores

Location: Memorial Hall (Entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell, (Dept L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Machine tools including, grinding machines; SS & SC and other lathes; boring and shaping machines; cold sawing machine; pneumatic hammer; guillotines; hacksawing machines etc; trailer mounted compressor sets; electric motors; welding regulators; Morris and Felco 5 cwt to 6 tons lifting tackle; copper and aluminium sheets; steel wire and hawsers; electronic, laboratory and photographic equipment; clocks; watches; wrist watches; binoculars; service clothing; boots and shoes; mixed and woollen rags; furniture; cutlery; kitchen utensils; paint; vehicle spares; rubber outer covers and numerous other items of general stores and equipment.

October 4, 1972 Miscellaneous Stores

Location: Garrison Theatre, Circular Road South, Colchester

Auctioneers: Fenn Wright & Co. (Dept L), 146 High Street, Colchester. (Tel: 0206 46161)

Service clothing; furniture; scrap textiles; X-Ray equipment; suction and delivery hose; 13 tons of scrap metal; copper buckets; machine tools including, grinder; shaping and planing machines; circular saw; drilling machines; various lathes etc; and many items of surplus general stores.

October 18/19, 1972 Miscellaneous Stores

Location: Regional Depot RAOC, Hereford

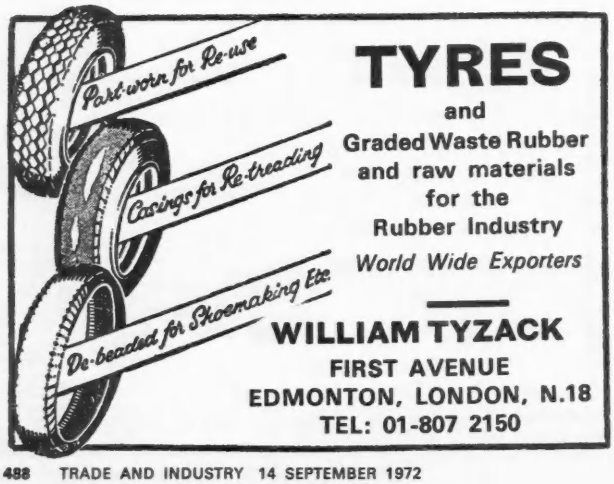
Auctioneers: Russell Baldwin & Right, (Dept L), 20 King Street, Hereford, HR4 9DB (Tel: 0432 4366)

Electrical equipment and spares; tyres; hose; electronic valves; radio equipment; scrap canvas, cotton, wool, carpet, hessian; machine rools including, various lathes; grinding machines; woodworking machines; engine and engineering spares; teleprinters; surplus industrial coal; steel and wooden boxes; 10-ton trailers; mechanical loading shovels; and many items of general surplus stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender Machine tools

Drills; grinders; lathes; horizontal and universal millers; saws; sheet-metal working machines etc. Located at Hereford and Farnborough Hants. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence Directorate of Sales Supply 6aiv First Avenue House, High Holborn London WC1V 6HE. Tenders must be returned by 10 a.m. October 3, 1972.



BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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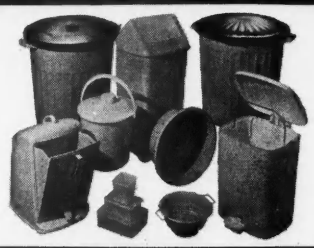

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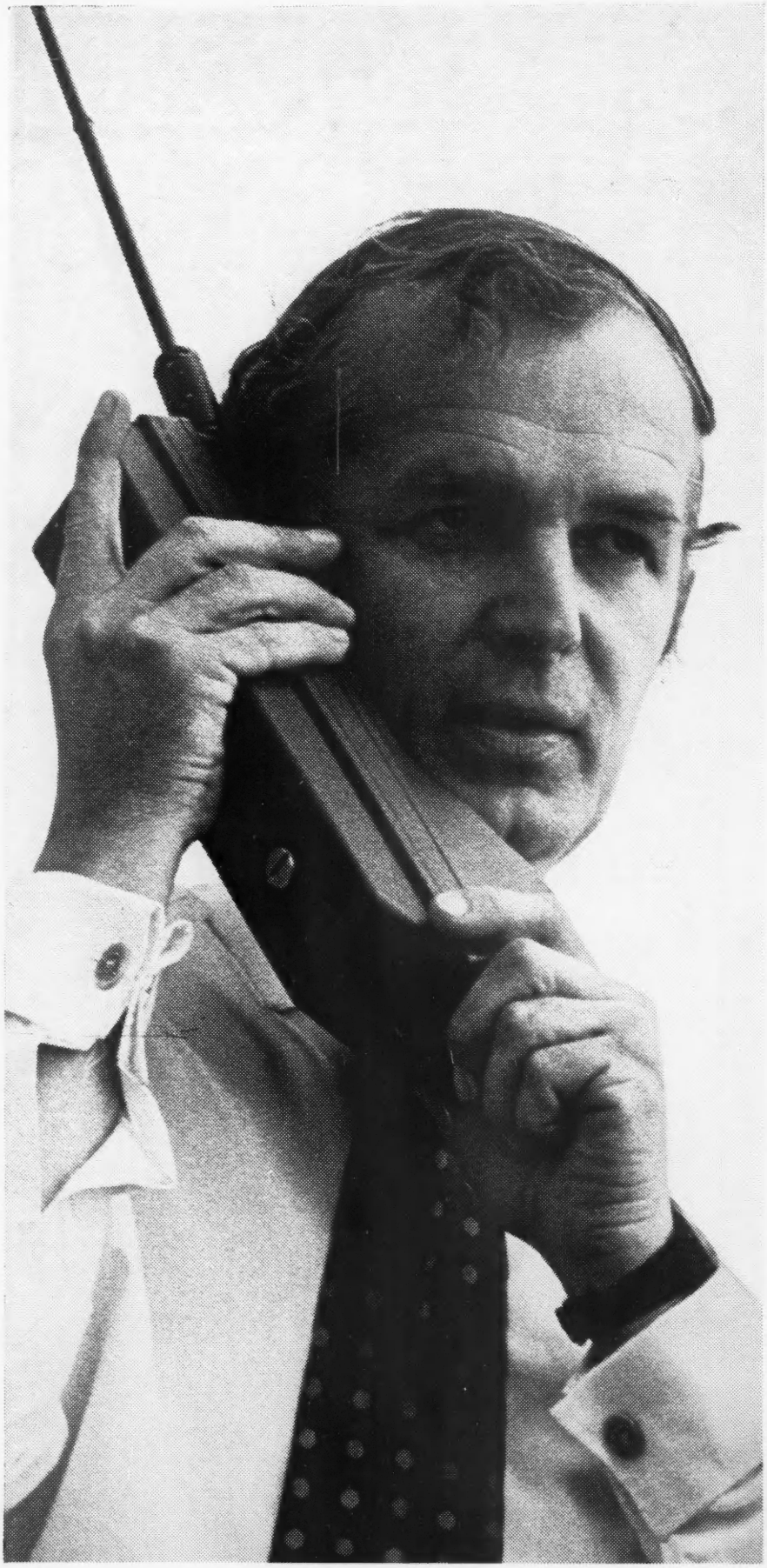

Who's listening? Buyers in 104 countries.

'Six years ago there was nothing to be heard. Now we have a multi-million turnover and sell to 104 countries. Mind you, I've only visited 47 of them myself.' The man is Mr G.J.B. (left), Commercial Director of a Berkshire-based company which exemplifies the business virtues of knowing where you're going, and how to get there.

Sensing a gap in world markets for tough but simple-to-use radiotelephones, the company first tested its theory with overseas market research, then worked out a specification to meet the market's needs.

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The result was a range of equipment 50% lighter than previous 'manpack' norms, well up to the performance requirements established, and claimed to be cheaper than any competitive products. The hand-held transceiver Mr G.J.B. is using is a new addition to the company's models, all of which are designed for use by non-technical personnel particularly in African, Asian and Middle Eastern markets. 'Tuneable with one knob, drop it in a river and it still works', is how Mr G.J.B. sums up the specification.

Cover against loss

This marketing mix of boldness and hard-headed prudence is extended to credit insurance. A serious financial loss could soon slow down the company's high-speed expansion programme. ECGD insurance against default or non-payment caused by war, revolution or currency difficulties is a vital safeguard.

The ability to give credit is important, too. 'Although we have this product edge, we're still competing for sales with other credit-giving countries,' says Mr G.J.B. 'ECGD Bank Guarantees enable us to pay less for bank finance than we would without the policy.'

'We're in the lead, and we must stay there' is the attitude, and it's one which has won the Queen's Award for export achievements in each of the three years that the company has been eligible—'70, '71, '72.

ECGD insurance can make any company's exports growth more certain. Talk about a policy to your local ECGD Manager or write for free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL.

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